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**RHODE ISLAND LOTTERY**

(AN ENTERPRISE FUND OF THE  
STATE OF RHODE ISLAND)

**FISCAL YEAR ENDED JUNE 30, 2015**

Dennis E. Hoyle, CPA  
Auditor General

State of Rhode Island and Providence Plantations  
General Assembly  
Office of the Auditor General

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## Office of the Auditor General

State of Rhode Island and Providence Plantations - General Assembly  
Dennis E. Hoyle, CPA - Auditor General

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September 30, 2015

### JOINT COMMITTEE ON LEGISLATIVE SERVICES:

SPEAKER Nicholas A. Mattiello, Chairman  
Senator M. Teresa Paiva Weed  
Senator Dennis L. Algieri  
Representative John J. DeSimone  
Representative Brian C. Newberry

We have completed our audit of the financial statements of the Rhode Island Lottery for the year ended June 30, 2015 and have issued our *Independent Auditor's Report* thereon.

Section III of this report includes our *Independent Auditor's Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with Government Auditing Standards* and two management comments which are intended to enhance the Lottery's operations or its compliance with applicable laws and regulations.

Sincerely,

Dennis E. Hoyle, CPA  
Auditor General

**RHODE ISLAND LOTTERY**  
(AN ENTERPRISE FUND OF THE STATE OF RHODE ISLAND)

*FISCAL YEAR ENDED JUNE 30, 2015*

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# **RHODE ISLAND LOTTERY**

## **Section I**

Independent Auditor's Report

Management's Discussion and Analysis

Basic Financial Statements

Required Supplementary Information



# Office of the Auditor General

State of Rhode Island and Providence Plantations - General Assembly  
Dennis E. Hoyle, CPA - Auditor General

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## **INDEPENDENT AUDITOR'S REPORT**

Joint Committee on Legislative Services, General Assembly,  
State of Rhode Island and Providence Plantations:

### ***Report on the Financial Statements***

We have audited the accompanying financial statements of the Rhode Island Lottery (Lottery), an enterprise fund of the State of Rhode Island and Providence Plantations, as of and for the year ended June 30, 2015, and the related notes to the financial statements, which collectively comprise the Lottery's basic financial statements as listed in the table of contents.

### ***Management's Responsibility for the Financial Statements***

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### ***Auditor's Responsibility***

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the Lottery as of June 30, 2015, and the respective changes in financial position and its cash flows thereof for the year then ended in accordance with accounting principles generally accepted in the United States of America.

**Emphasis of Matters**

As discussed in Note 2(l), implementation of GASB Statement No. 68, *Accounting and Financial Reporting for Pensions*, required the Lottery to restate beginning net position to recognize its proportionate net pension liability as a participating employer in the cost-sharing multiple employer State Employees' Retirement System plan.

As discussed in Note 13(b), the Lottery's ability to generate income for transfer to the State's General Fund could be adversely impacted by current or planned gaming activities of competitors in neighboring states.

As discussed in Note 2(b), the financial statements present only the Lottery enterprise fund and do not purport to, and do not, present fairly the financial position of the State of Rhode Island and Providence Plantations, as of June 30, 2015, the changes in its financial position, or, where applicable, its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Our opinion is not modified with respect to these matters.

**Other Matters**

*Required Supplementary Information*

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis on pages 4 through 13, Schedule of the Lottery's Proportionate Share of the Net Pension Liability – Employees' Retirement System Plan on page 45, and the Schedule of the Lottery's Contributions – Employees' Retirement System Plan on page 46 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

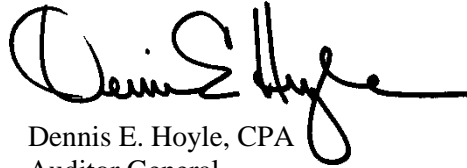
*Other Information*

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Lottery's basic financial statements. The supplementary information included in Schedule 1 is presented for purposes of additional analysis and is not a required part of the basic financial statements.

Schedule 1 is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, Schedule 1 is fairly stated, in all material respects, in relation to the basic financial statements as a whole.

**Other Reporting Required by *Government Auditing Standards***

In accordance with *Government Auditing Standards*, we have also issued our report dated September 30, 2015 on our consideration of the Lottery's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Lottery's internal control over financial reporting and compliance.



Dennis E. Hoyle, CPA  
Auditor General

September 30, 2015

# RHODE ISLAND LOTTERY

## Management's Discussion and Analysis

Management of the Lottery provides this *Management's Discussion and Analysis* of their financial performance for the readers of the Lottery's financial statements. This narrative provides an overview of the Lottery's financial activity for the fiscal year ended June 30, 2015. This analysis is to be considered in conjunction with the financial statements to provide an objective analysis of the Lottery's financial activities based on facts, decisions, and conditions currently facing management.

### Understanding the Lottery's Financial Statements

The Lottery, a division of the Department of Revenue of the State of Rhode Island and Providence Plantations (State), is accounted for as an enterprise fund that reports all assets and liabilities using the accrual basis of accounting, much like a private business entity. In accordance with accounting principles generally accepted in the United States of America, this report consists of a series of financial statements, along with notes to the financial statements and a supplementary schedule detailing operating revenue and the cost of gaming operations for each lottery game. The financial statements immediately follow this *Management's Discussion and Analysis* and are designed to highlight the Lottery's net position and changes in net position resulting from Lottery operations.

The most important relationship demonstrated within the Lottery's financial statements is the requirement that the Lottery transfer net income to the State's General Fund. Accordingly, the primary focus of these financial statements is determining net income available for payment to the State's General Fund rather than the change in net position of the Lottery. It is also important to note that most financial statement balances have a direct relationship to revenue. Generally, as lottery revenues increase for a particular game, the related amount paid to the State's General Fund also increases. Similarly, increases in revenue for a particular lottery game result in direct increases to the related prize awards and commissions expense.

Most assets included on the Statement of Net Position represent current amounts such as cash and accounts receivable from Lottery retailers. Most current liabilities represent prize awards owed, vendor commission payments, and amounts due to the State's General Fund. Current assets approximate the amounts required to satisfy current liabilities at year-end.

The deficit in net position of \$18.3 million reported at June 30, 2015 relates to the Lottery's sale of its exclusive rights to operate its gaming systems and the implementation of GASB Statement No. 68, *Accounting and Financial Reporting for Pensions*. In fiscal 2003, the Lottery sold the exclusive right to operate its current gaming systems for a 20-year period at a cost of \$12.5 million and immediately paid the proceeds to the State's General Fund. According to the terms of the agreement, if for any reason, this contract is voided prior to its completed term; the Lottery will be required to refund a pro-rata share of the sales price to the gaming system provider. In accordance with generally accepted accounting principles, the Lottery recognizes the revenue related to this transaction over the 20 year life of the contract. The deficit net position at June 30, 2015 includes the remaining balance of \$5 million representing unearned contract revenue. The balance of \$13.3 million represents the Lottery's proportionate share of the net pension liability as of June 30, 2015, as a participating employer of the Employees' Retirement System of RI. Further details of the Lottery's implementation of GASB Statement No. 68, *Accounting and Financial Reporting for Pensions* can be found in the notes to the financial statements.

### Financial Highlights

- The Lottery transferred \$381.9 million to the State's General Fund in fiscal 2015, an increase of \$5.6 million over fiscal 2014.



# RHODE ISLAND LOTTERY

## Management's Discussion and Analysis

- Instant ticket sales increased by \$6.6 million or 7.8% in fiscal year 2015. During fiscal year 2015, the Lottery introduced a new family of games offering between 5 and 100 times the prize money on its \$1, \$2, \$5 and \$10 tickets. The Lottery also introduced a higher price point ticket on one of its most popular games, and improved the features and number of plays on its \$10 holiday ticket.
- Keno sales increased by \$2.3 million or 2.9% in fiscal year 2015. Improved economic conditions including maintaining the retailer base, and the addition of new retailers resulted in additional sales.
- Video lottery net terminal income increased by \$9.2 million or 1.8% in fiscal year 2015. Increases in general marketing expenditures, promotions, and additional bonus play resulted in additional video lottery play.
- Net table game revenue at Twin River increased \$18.5 million or 21.03%. This resulted in net income of \$12.8 million from operations after the payment of related commissions and operating expenses. Continued marketing efforts and adjustments to the mix of games enhanced table games revenue.

### Analysis of Comparative Financial Position

The Lottery's net position (deficit) at June 30, 2015 and June 30, 2014 is summarized below:

	<u>June 30, 2015</u>	<u>June 30, 2014</u>
<b>Assets:</b>		
Current assets		
Cash and cash equivalents	\$ 19,719,804	\$ 18,563,846
Accounts receivable, net	5,422,615	6,543,195
Other	954,132	741,075
Total current assets	<u>26,096,551</u>	<u>25,848,116</u>
Long-term assets		
Capital assets, net	455,395	460,135
Total assets	<u>26,551,946</u>	<u>26,308,251</u>
<b>Deferred outflows of resources</b>	<u>1,183,029</u>	<u>-</u>
<b>Liabilities:</b>		
Current liabilities		
Due to State's General Fund - net income from operations	\$ 1,062,175	\$ 270,580
Due to State's General Fund - operating expenses	331,090	270,308
Accounts payable	14,263,901	12,520,990
Prize obligations	5,580,128	7,907,347
Compensated absences	205,303	208,938
Other liabilities	5,433,555	5,467,729
Total current liabilities	<u>26,876,152</u>	<u>26,645,892</u>
Long-term liabilities		
Compensated absences	300,794	287,359
Net Pension liability	13,315,141	-
Unearned contract revenue	4,375,000	5,000,000
Total long-term liabilities	<u>17,990,935</u>	<u>5,287,359</u>
Total liabilities	<u>44,867,087</u>	<u>31,933,251</u>
<b>Deferred inflows of resources</b>	<u>1,165,997</u>	<u>-</u>
<b>Net Position:</b>		
Net investment in capital assets	455,395	460,135
Unrestricted	<u>(18,753,504)</u>	<u>(6,085,135)</u>
Total net position (deficit)	<u>\$ (18,298,109)</u>	<u>\$ (5,625,000)</u>

# RHODE ISLAND LOTTERY

## Management's Discussion and Analysis

The majority of the Lottery's assets represent current resources necessary to pay the current liabilities owed to vendors, prize winners, video lottery participants, and ultimately the State's General Fund. At June 30, 2015, the Lottery's assets included \$19.7 million in cash and cash equivalents as compared with \$18.6 million at June 30, 2014. The Lottery's accounts receivable approximated \$5.4 and \$6.5 million, respectively, at June 30, 2015 and 2014.

The Lottery's current liabilities included at the balance sheet date are amounts owed for vendor payables, prize obligations and a residual amount owed to the State's General Fund for June net operations and operating expenses. The amount owed to the General Fund for June net operations approximated \$1.1 million at June 30, 2015 and \$0.3 million at June 30, 2014. At June 30, 2015, vendor payables, made up largely of commissions due to video lottery participants, and prize obligations, attributable mostly to instant ticket games were \$14.3 million and \$5.6 million, respectively. In comparison, vendor payables and prize obligations at June 30, 2014 were \$12.5 million and \$7.9 million, respectively.

The deficit in net position reported at June 30, 2015, as previously explained, relates to the Lottery's immediate transfer, in a prior fiscal year, to the State's General Fund, of all proceeds received from the sale of its exclusive rights over the operation of its gaming systems. At June 30, 2015, a deficit balance of \$5 million remains relating to deferred contract revenue to be recognized proportionately over the remaining term of the Master Contract with its gaming systems provider. Additionally, the Lottery's implementation of GASB Statement No. 68, *Accounting and Financial Reporting for Pensions* in fiscal 2015 resulted in the restatement of beginning net position to recognize the Lottery's proportionate share of the net pension liability as a participating employer in the cost-sharing multiple employer Employees' Retirement System plan (see note 2(l) to financial statements).

### Lottery Operations

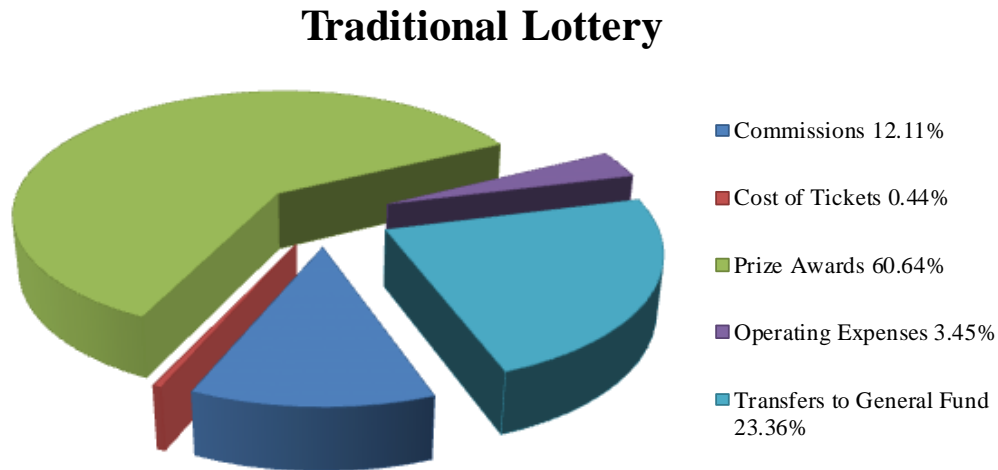
	June 30, 2015	June 30, 2014
Revenue:		
On-line games	\$ 152,565,645	\$ 158,810,169
Instant games	90,526,129	83,975,581
Video lottery, Net	516,262,400	507,056,712
Table games	106,640,942	88,108,367
Other income	1,058,965	1,131,429
Total revenue	<u>867,054,081</u>	<u>839,082,258</u>
Expenses:		
Cost of gaming operations	(474,010,858)	(451,679,526)
Operating expenses	(10,282,674)	(10,473,985)
Total expenses	<u>(484,293,532)</u>	<u>(462,153,511)</u>
Income before transfers	382,760,549	376,928,747
Transfers to State's General Fund	(381,935,511)	(376,327,120)
Transfers from RI Capital Plan Fund	-	23,373
Increase in net position	825,038	625,000
Total net position (deficit), beginning of year	(5,625,000)	(6,250,000)
Cumulative effect of GASB Statement No. 68 Implementation*	<u>(13,498,147)</u>	-
Total net position (deficit), beginning as restated	(19,123,147)	-
Total net position (deficit), end of year	<u>\$ (18,298,109)</u>	<u>\$ (5,625,000)</u>
<b>*See note 2(l) for an explanation of the restatement.</b>		

**RHODE ISLAND LOTTERY**  
Management's Discussion and Analysis

**Revenue**

**Traditional Lottery**

- Traditional Lottery games consist of on-line and instant ticket games. Distribution of the year's traditional lottery revenue was as follows:

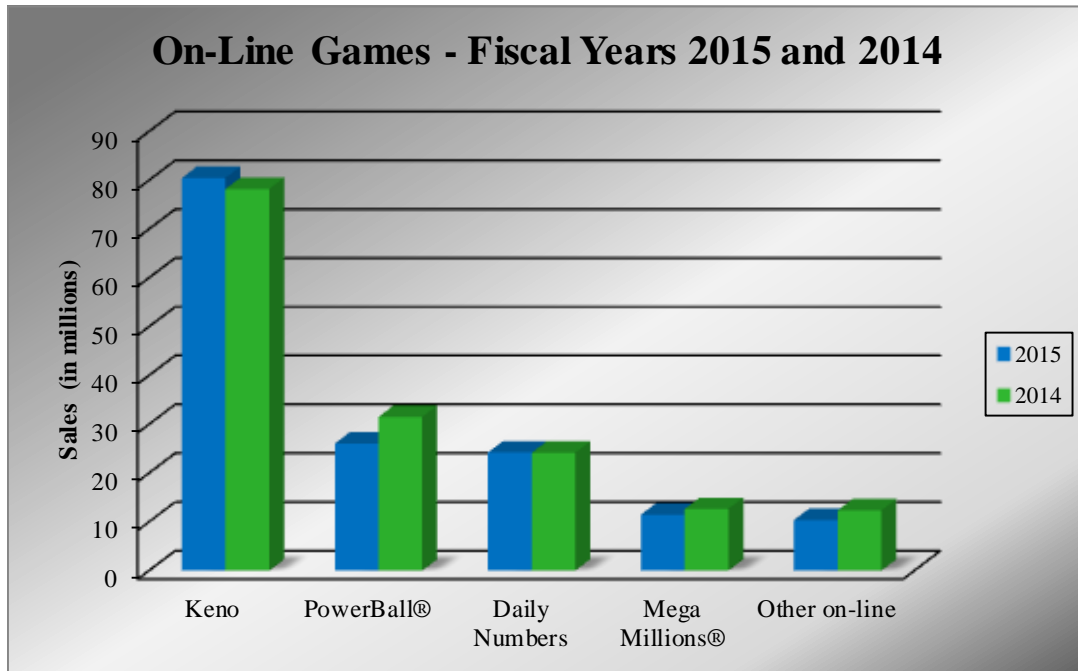


- On-line games offered were PowerBall®, Mega Millions®, Keno, Bingo, Daily Numbers, Wild Money and Lucky for Life® during fiscal 2015. In total, on-line revenue decreased by \$6.2 million. Significant changes in on-line game revenue from the prior year included:
  - In October 2014, sales began for the Monopoly Millionaires' Club™ Online Game. Due to disappointing sales performance, the game was suspended in December 2014 after generating only \$288,275 in sales.
  - Revenue from Keno sales increased \$2.3 million over the prior year. Improved economic conditions including maintaining the retailer base and the addition of new organizations as retailers resulted in additional sales.
  - Revenue from Powerball® decreased \$5.5 million for fiscal 2015 over the prior year in large part from higher rolling jackpots in the prior year.
  - Revenue from Mega Millions® decreased \$1.2 million for fiscal 2015 over the prior year due in large part from higher rolling jackpots in the prior year, including a record \$636 million jackpot in December 2013.
  - Revenue from Lucky for Life® sales decreased \$1.3 million from the prior year.
- Instant ticket revenue for the fiscal year ended June 30, 2015 increased \$6.6 million over the preceding fiscal year. During fiscal year 2015, the Lottery introduced a new family of games offering between 5 and 100 times the prize money on its \$1, \$2, \$5 and \$10 tickets. The Lottery also introduced a higher price point ticket on one of its most popular games, and improved the features and number of plays on its \$10 holiday ticket.

# RHODE ISLAND LOTTERY

## Management's Discussion and Analysis

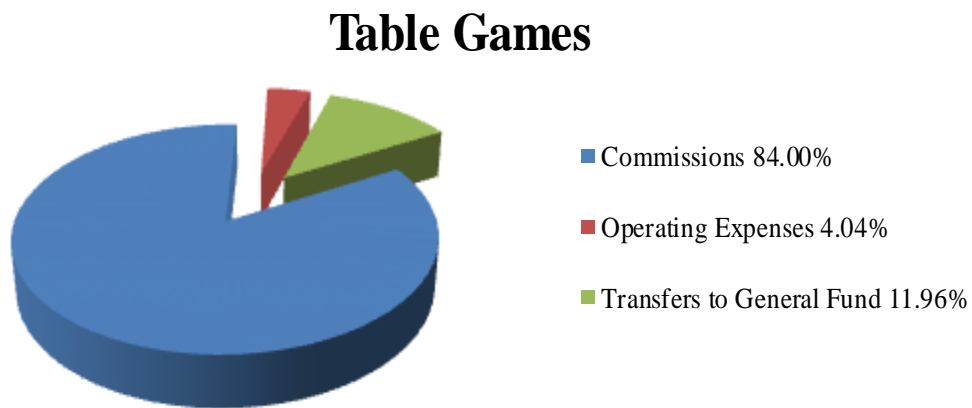
The following graph depicts the Lottery's on-line sales for the fiscal years ended June 30, 2015 and 2014.



### Table Games

- For the fiscal year ended June 30, 2015, net table game revenue was \$106.6 million, an increase of 21.03%. During the fiscal year ending June 30, 2015 the number of available gaming tables were 80. Continuing targeted marketing promotions and adjustments to the mix of table games offered resulted in increased net table game revenue.

Distribution of the year's net table game revenue was as follows:



# RHODE ISLAND LOTTERY

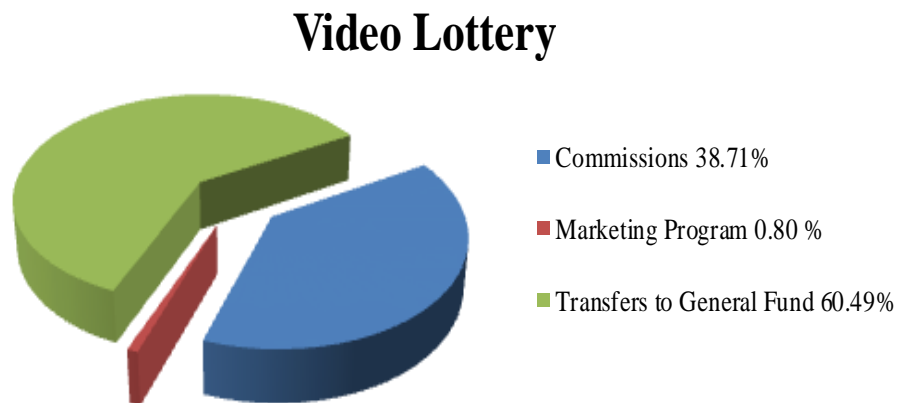
## Management's Discussion and Analysis

### Video Lottery

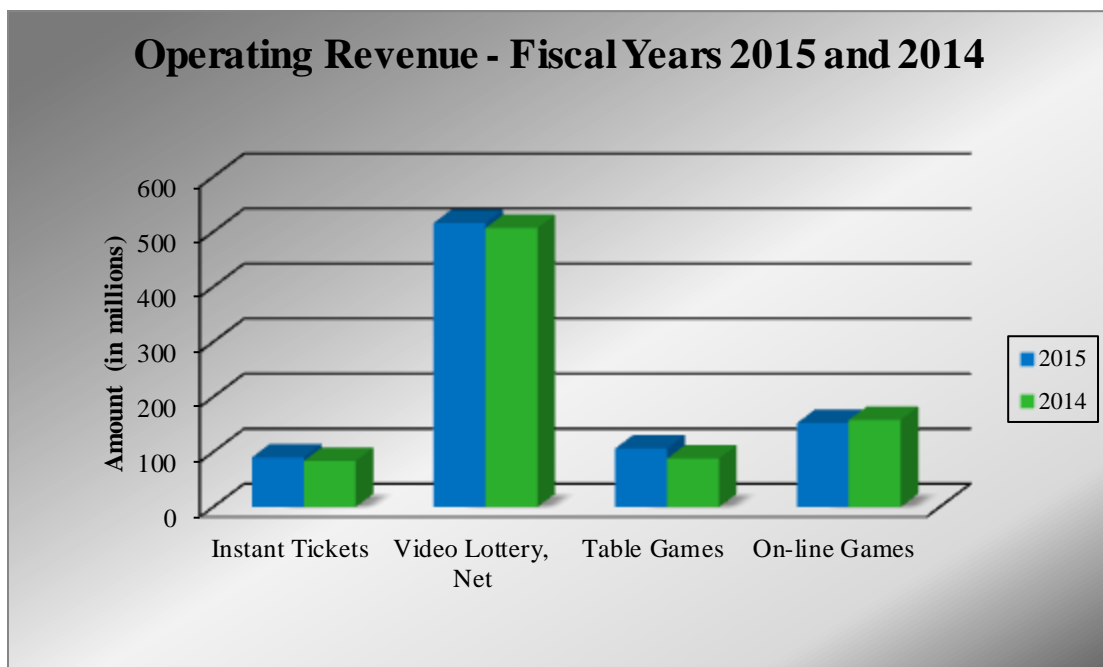
- Video lottery net revenue increased \$9.2 million or 1.8% over the prior fiscal year. During fiscal year 2015, video terminal inputs (cash and credits transferred) increased by \$106 million; and, patrons cashed out (terminal outputs) \$97 million more as compared to the prior year.

Net terminal income at Twin River totaled \$470.7 million, a 1.8% increase compared to fiscal 2014. Net terminal income at Newport Grand totaled \$45.5 million, a 1.8% increase compared to fiscal 2014. Net terminal income increased over the prior fiscal year due to increased general marketing expenditures, promotions, and additional promotional points offered to players.

Distribution of the year's video lottery revenue was as follows:



The following graph depicts the Lottery's operating revenue for instant tickets, video lottery, table games, and on-line games for the fiscal year ended June 30, 2015 in comparison to fiscal year ended June 30, 2014.

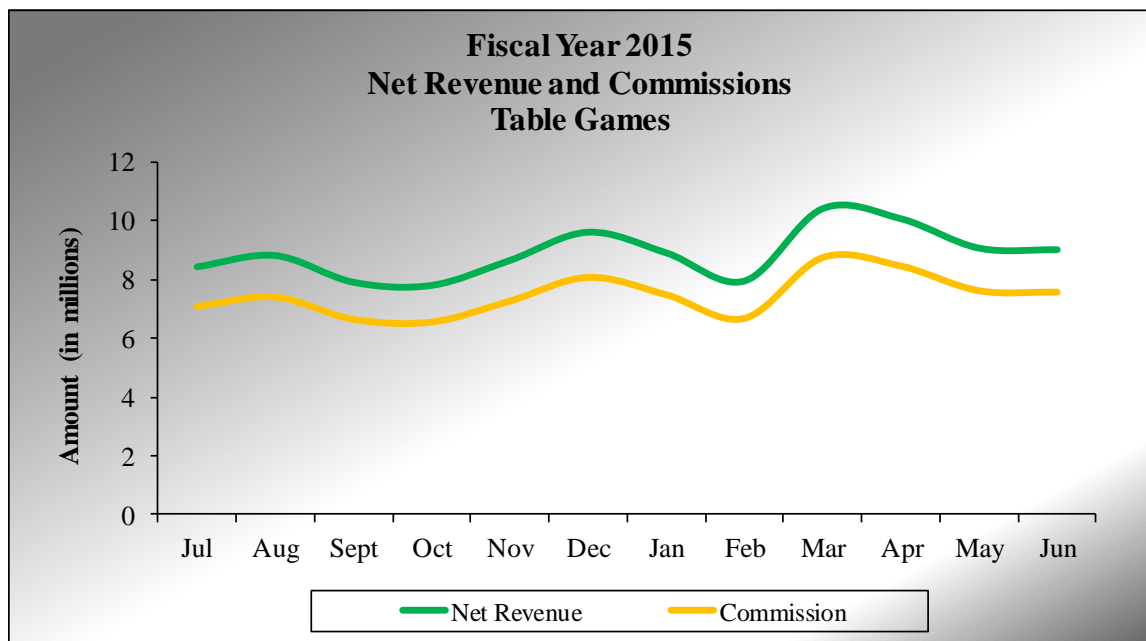
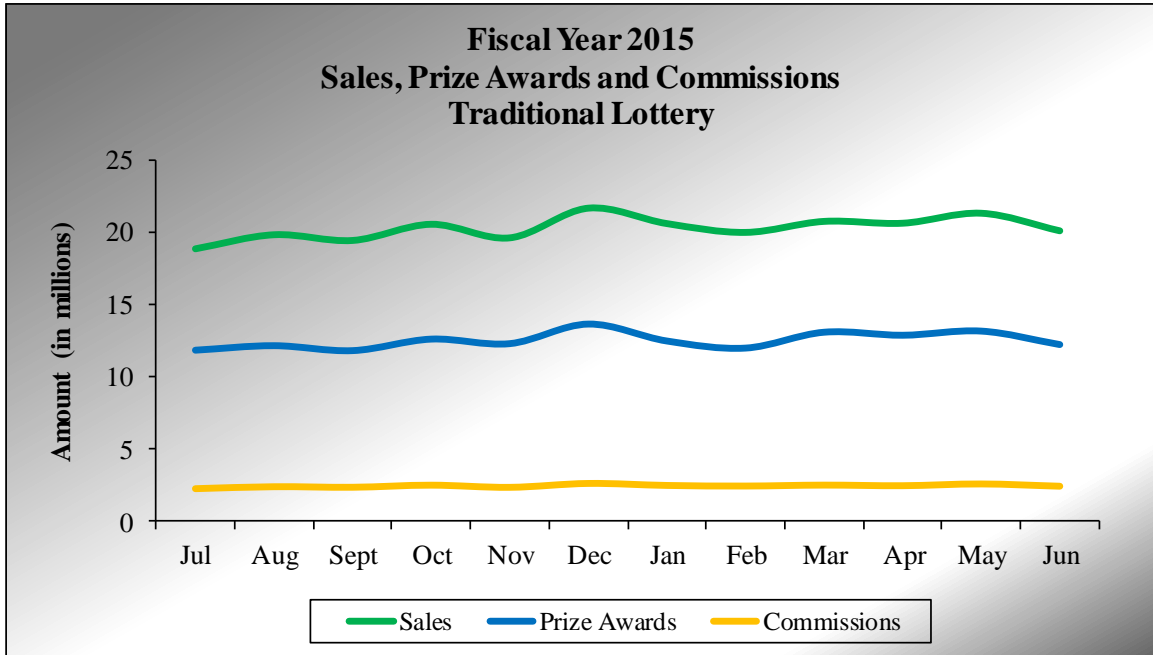


# RHODE ISLAND LOTTERY

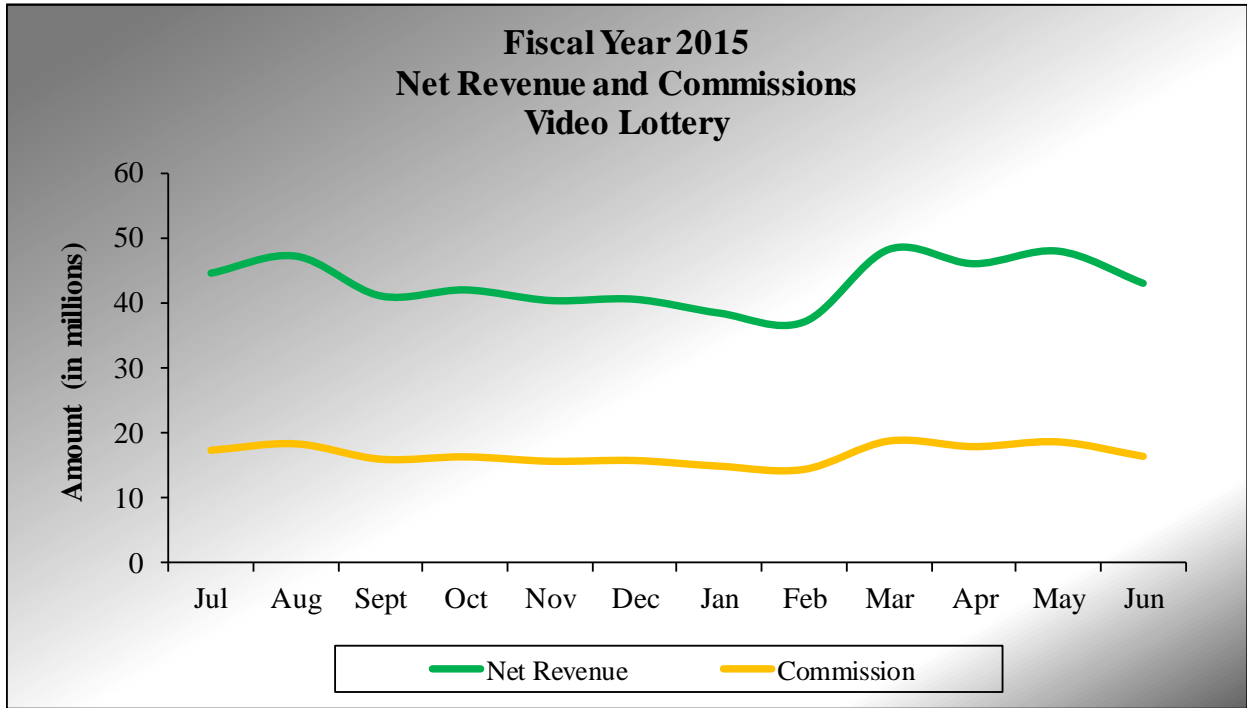
## Management's Discussion and Analysis

### Commissions and Prize Awards Expense

As the following graphs depict, the Lottery's most significant expenses (commissions and prize awards) are predictable because they have a direct correlation to sales. As lottery revenues increase, so do the related prizes and commissions paid by the Lottery. While each Lottery game has a designed prize payout structure, the overall amount paid as prize awards expense is consistent in relation to sales. The second and third graphs compare table games net revenue and video lottery net revenue to their related commissions.

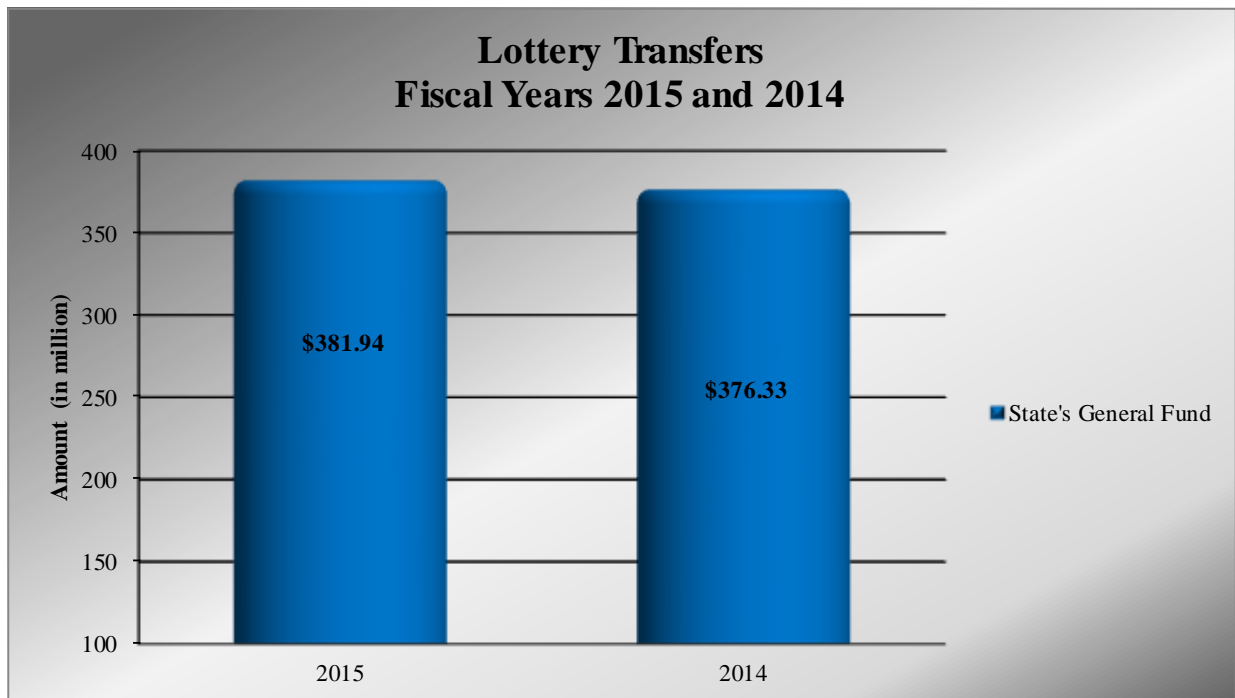


RHODE ISLAND LOTTERY  
Management's Discussion and Analysis



Lottery Transfers

Net income transferred by the Lottery for the fiscal years ended June 30, 2015 and June 30, 2014 was \$381.94 million and \$376.33 million, respectively. All fiscal 2015 transfers were made by the Lottery directly to the State's General Fund, as required by the General Laws.



# RHODE ISLAND LOTTERY

## Management's Discussion and Analysis

### Debt Administration

Jackpot prizes awarded under PowerBall<sup>®</sup> and Mega Millions<sup>®</sup> are satisfied through investments purchased by the Multi-State Lottery Association (MUSL). MUSL purchases United States government obligations, which are held in irrevocable trusts established by MUSL for the benefit of participating state lotteries. Accordingly, the Lottery does not record an obligation for PowerBall<sup>®</sup> jackpot awards which are payable in installments from funds provided by MUSL.

The Lucky for Life<sup>®</sup> regional game offers top and second prize winners an annuity or cash option payment. If selected by the winner, the Lucky for Life<sup>®</sup> regional game requires each selling lottery to purchase an insurance annuity to fully fund the top and second prizes won in that state. All participating lotteries share in the cost of the insurance annuity or cash option, however, the selling lottery is responsible for settling the top and second prize liabilities. Annuities shall be purchased in accordance with the applicable laws of the state purchasing the annuity. Qualified insurance companies must meet the minimum rating requirements established by each participating state. Rhode Island has not had a top prize winner to date but plans to purchase its annuities for any future top prize winners through MUSL with an insurance company with an AM Best rating of A or better. Rhode Island has purchased its second prize winners' annuities through MUSL in accordance with insurance company rating requirements.

### Capital Assets

The Lottery purchases and maintains property and equipment necessary to sell lottery products, pay prizes and perform other lottery operations.

For further information, refer to Notes to Financial Statements, Note 4.

### Potential Factors Impacting Future Operations

The Lottery's mission is to maximize revenues for the purpose of maximizing payments to the State's General Fund. A continuous assessment of the State's financial environment and the Lottery's own product lines and operations are essential to accomplish this mission. The following considerations have been presented to inform those interested in the Lottery's operations about potential factors that could affect future operations:

- Newport Grand, one of the State's video lottery gaming facilities, was purchased in July 2015, by Premier Entertainment II, LLC. whose principal owners are the Twin River Management Group, which own the State's only other gaming facility. The acquisition placed both gaming facilities under a common ownership and management group. This ownership group is currently exploring the feasibility of building a new gaming facility in Tiverton and relocating the gaming operations from Newport in the future.
- Master video lottery contracts and amendments thereto with its video lottery facilities, Twin River and Newport Grand, include provisions for the continued operation of promotional play programs where the facilities reward patrons with free video terminal play up to an amount authorized by the Lottery. These agreements also require the Lottery to reimburse the facilities for its net terminal income share of certain qualified marketing and promotional expenses. These agreements provide significant incentives for the facilities to continue to invest appropriately in the promotion of their facilities and the Lottery's video and table games activities. See Note 12 to the financial statements for details regarding these agreements.



## RHODE ISLAND LOTTERY

### Management's Discussion and Analysis

- The Lottery's gaming operations currently compete with casinos in nearby Connecticut and Massachusetts. In addition, both neighboring States have already approved or are considering additional casino expansion likely to increase gaming competition in New England. The Lottery and the State continually monitor the risk to gaming operations resulting from competition in nearby states.
- Beginning in October 2015, changes to the Powerball® game structure designed to increase the frequency of larger jackpot drawings are planned. Such changes are designed to generate an increase in game play and overall sales. The Lottery, in conjunction with their gaming partners, continuously explore new games and modifications to existing games in attempts to maximize revenue.

#### Contacting the Lottery's Financial Management

This financial report is designed to provide a general overview of the Lottery's financial activity for all those interested in the Lottery's operations. Questions concerning any of the information provided in this report or requests for additional financial information should be addressed to the Office of the Finance Administrator, Rhode Island Lottery, 1425 Pontiac Avenue, Cranston, RI, 02920.

# RHODE ISLAND LOTTERY

## Statement of Net Position

June 30, 2015

### Assets:

#### Current assets:

Cash and cash equivalents (note 3)	\$	19,719,804
Accounts receivable-less allowance for doubtful accounts of \$100,363		5,422,615
Deposits with Multi-State Lottery Association (MUSL) (note 1)		42,175
Ticket inventory		911,957

Total current assets 26,096,551

Capital assets, net (note 4) 455,395

Total assets 26,551,946

**Deferred outflows of resources (note 9)** 1,183,029

### Liabilities:

#### Current liabilities:

Due to State's General Fund - net income from operations (note 5)	\$	1,062,175
Due to State's General Fund - operating expenses (note 5)		331,090
Accounts payable		14,263,901
Obligation for unpaid prize awards		5,580,128
Accrued expenses		4,559,072
Compensated absences (note 7)		205,303
Advances for future drawings		226,211
Unearned contract revenue (note 8)		625,000
Other current liabilities		23,272

Total current liabilities 26,876,152

#### Long-term liabilities:

Compensated absences (note 7)		300,794
Net Pension liability (note 9)		13,315,141
Unearned contract revenue (note 8)		4,375,000

Total long-term liabilities 17,990,935

Total liabilities 44,867,087

**Deferred inflows of resources (note 9)** 1,165,997

### Net Position:

Net position, net investment in capital assets (note 8)		455,395
Unrestricted (deficit) (note 8)		(18,753,504)
Total net position (deficit)	\$	<u>(18,298,109)</u>

See accompanying notes to financial statements.

## RHODE ISLAND LOTTERY

### Statement of Revenue, Expenses and Changes in Net Position

Year Ended June 30, 2015

#### Operating Revenue (schedule 1):

On-line games	\$ 152,565,645
Instant games	90,526,129
Video lottery (note 2)	516,262,400
Table games (note 2)	106,640,942
Total revenue	<u>865,995,116</u>

#### Cost of gaming operations (schedule 1):

Commissions (note 6)	319,140,026
Prize awards, online and instant games	150,062,564
Incentive programs, video lottery	4,119,330
Advertising	2,227,887
Unclaimed prize recovery	(2,618,608)
Cost of tickets	1,079,659
Total cost of gaming operations	<u>474,010,858</u>
Gross profit	<u>391,984,258</u>

#### Operating expenses:

Personal services	9,276,808
Contract services	109,948
Depreciation and amortization	101,746
Other	794,172
Total operating expenses	<u>10,282,674</u>
Operating income	381,701,584

#### Non-operating income (expenses):

Investment income	106,509
Other income (expenses)	952,456
Income before transfers	<u>382,760,549</u>

#### Transfers to State's General Fund (note 5)

Increase in net position	<u>(381,935,511)</u> 825,038
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**Total net position (deficit), beginning as restated (note 2(I))** (19,123,147)

**Total net position (deficit), end of year (note 8)** \$ (18,298,109)

See accompanying notes to financial statements.

## RHODE ISLAND LOTTERY

### Statement of Cash Flows

Year Ended June 30, 2015

#### Cash flows from operating activities:

Receipts from lottery sales, online and instant games	\$ 244,225,203
Receipts from video lottery operations	516,262,400
Receipts from table games	106,640,942
Receipts from MUSL for grand prize winners	423,000
Receipts from problem gambling program	100,000
Receipts from sale of other tickets	64,639
Other receipts	274,671
Payments for on-line and instant ticket prizes	(149,773,735)
Payments to MUSL grand prize winners	(423,000)
Payments for commissions - retailers	(9,633,389)
Payments for commissions - video lottery	(202,655,186)
Payments for commissions - table games	(87,465,347)
Payments to facilities - video lottery incentive program	(4,074,749)
Payments for commissions - on-line games contractor	(17,760,618)
Payments to suppliers for goods and services	(4,473,338)
Payments to employees for services	(9,441,122)
Net cash provided by operating activities	<u>382,290,371</u>

#### Cash flows from noncapital financing activities:

Transfers to State's General Fund	<u>(381,143,916)</u>
Net cash used for noncapital financing activities	<u>(381,143,916)</u>

#### Cash flows from capital and related financing activities:

Purchase of capital assets	<u>(97,006)</u>
Net cash used for capital and related financing activities	<u>(97,006)</u>

#### Cash flows from investing activities:

Interest income	<u>106,509</u>
Net cash provided by investing activities	<u>106,509</u>
Net increase in cash and cash equivalents	1,155,958

**Cash and cash equivalents at July 1, 2014** 18,563,846

**Cash and cash equivalents at June 30, 2015** \$ 19,719,804

See accompanying notes to financial statements.

Continued.

## RHODE ISLAND LOTTERY

### Statements of Cash Flows (Continued)

Year Ended June 30, 2015

#### Reconciliation of operating income to net cash provided by operating activities:

Operating income	\$ 381,701,584
<b>Adjustments to reconcile operating income to net cash provided by (used for) operating activities:</b>	
Depreciation and amortization	101,746
Miscellaneous receipts classified as operating activities	52,651
Rental income and other receipts	274,804
(Increase) decrease in assets and deferred outflows of resources:	
Accounts receivable	1,120,580
Deposits with MUSL	(133)
Prepaid expense	3,374
Inventory	(216,299)
Deferred outflows of resources	(55,566)
Increase (decrease) in liabilities and deferred inflows of resources:	
Due to State's General Fund - operating expenses	60,782
Accounts payable	1,742,911
Obligation for unpaid prize awards	(2,327,219)
Accrued expenses and other	(29,421)
Net pension liability	(1,310,469)
Advances for future drawings	5,049
Deferred inflows of resources	1,165,997
Total adjustments	<u>588,787</u>
<b>Net cash provided by operating activities</b>	<u><u>\$ 382,290,371</u></u>

See accompanying notes to financial statements.

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

### (1) Organization

The Lottery was created in 1974 under the General Laws of the State of Rhode Island (General Laws) to establish and operate lottery games for the purpose of generating resources for the State's General Fund. The Lottery is a division of the Department of Revenue of the State of Rhode Island (the State).

The Lottery offers the following games to the public:

#### (A) On-line (lottery drawing) games that include:

- i) Traditional in-state drawing games including Daily Numbers – Midday and Evening, Keno, Bingo, and Wild Money. The drawings for these games are administered by the Rhode Island Lottery and offer patrons set prize amounts or smaller progressive jackpots. Keno and Bingo are considered monitor games where drawings are held every 4 or 8 minutes, respectively, on “monitors” in sales locations across the State.
- ii) Multi-state games, which include Powerball<sup>®</sup>, Mega Millions<sup>®</sup>, and Monopoly Millionaires' Club<sup>™</sup> which are operated in accordance with rules and agreements established by the Multi-State Lottery Association (MUSL). These games offer jackpot prize awards to patrons in participating states. Specific details regarding the operations of these games are as follows:

##### (a) *PowerBall*<sup>®</sup>

The Lottery sells PowerBall<sup>®</sup> tickets, collects all revenues, and remits prize funds to MUSL net of low-tier prize awards. Jackpot prizes are payable in either a lump-sum cash distribution or annual installments. Annual installments are satisfied through investments purchased by MUSL. MUSL purchases U.S. government obligations, which are held in irrevocable trusts established by MUSL for the benefit of participating state lotteries. Accordingly, the Lottery does not record an obligation for jackpot awards which are payable in installments from funds provided by MUSL.

The prize pool for PowerBall<sup>®</sup> is 50% of each drawing period's ticket sales. MUSL may place up to 5% of each drawing period's ticket sales for PowerBall<sup>®</sup>, included as part of each member's prize liability, in prize reserve funds. The prize reserve deduction begins at 2% when an annuity jackpot exceeds \$120 million and 4% when an annuity jackpot exceeds \$250 million. The maximum balance on the prize reserve funds for PowerBall<sup>®</sup> is \$80 million. Once the prize reserve funds exceed this designated cap, the excess becomes part of the prize pool. The prize reserve funds serve as a contingency reserve to protect MUSL from unforeseen prize liabilities, and these reserve funds are to be used at the discretion of the MUSL Board of Directors. The prize reserve funds are refundable to MUSL members if the MUSL disbands or if a member leaves MUSL. Members leaving MUSL must wait one year before receiving their remaining share, if any, of prize reserve funds.

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

### (1) Organization - (Continued)

At June 30, 2015, the prize reserve funds for the PowerBall<sup>®</sup> game reported a balance of \$109.9 million of which the Lottery's share was \$1.4 million. The Lottery has charged amounts placed into the prize reserve funds to prize awards expense as the related sales have occurred.

All investment earnings relating to the prize reserve funds are credited to an unreserved account for each member state. This account can be utilized to offset operating costs or for the promotion of any MUSL game as approved by the MUSL Board of Directors. The Lottery has recorded all income and operating expenses related to its unreserved account and has reported the balance of \$42,175 at June 30, 2015 on the Statement of Net Position in "Deposits with MUSL".

#### (b) *Mega Millions*<sup>®</sup>

MUSL participates as a member (or party) lottery of the Mega Millions<sup>®</sup> Product Group (a group of lotteries participating under an agreement between the Mega Millions<sup>®</sup> lotteries and MUSL to offer the Mega Millions<sup>®</sup> game within their State jurisdictions). The Rhode Island Lottery participates as a member of MUSL, in the sale of tickets, payment of prizes, and associated activities related to the Mega Millions<sup>®</sup> lottery game. As such, the Lottery sells Mega Millions<sup>®</sup> tickets, collects all revenues, and remits prize funds to MUSL net of low-tier prizes. Jackpot prizes are payable either in a lump-sum cash distribution or annual installments. Annual installments are satisfied through investments purchased by MUSL. MUSL purchases U.S. government obligations, which are held in irrevocable trusts established by MUSL for the benefit of participating lotteries. Accordingly, the Lottery does not record an obligation for jackpot awards which are payable in installments from funds provided by MUSL.

#### (c) *Monopoly Millionaires' Club*<sup>™</sup>

In October 2014, sales began for Monopoly Millionaires' Club<sup>™</sup> new national drawing game. The game offered three ways to become a millionaire. Due to disappointing sales performance, the game was suspended in December 2014 after generating only \$288,275 in sales.

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

### (1) Organization - (Continued)

iii) Lucky for Life<sup>®</sup>, a regional game, expanded to include ten additional lotteries in fiscal year 2015, operates under an agreement between the six New England states (“New England Lotteries”) to offer a game with a top prize of \$1,000 per day for life. The Lottery sells Lucky for Life<sup>®</sup> tickets, collects all revenues, and pays prizes based on its share of total sales, as a party lottery operating the regional game. The party lotteries have entered into an agreement with MUSL to administer certain aspects of the game. MUSL communicates and collects the share of prize amounts owed by each party lottery. The top prize and second prize is paid in accordance with official game rules and is shared based on each state’s percentage of sales in proportion to the total top prize liability. Total low-tier prizes are shared based on a percentage of sales in proportion to the total low-tier prize liability.

#### Top Prize Settlement

All top prizes are funded through the purchase of insurance annuities with an alternative cash option. For the annuity option top prizes are based on a \$365,000 deferred annuity paid annually based on the winner's natural life with a minimum payment period of 20 years. If there is more than one top prize winner, up to 14 winners, the annuitized prize will be split equally, including the number of top prize winners exercising the cash option, with a minimum value of \$500 per week to each winner exercising the annuity option.

For top prizes claimed in Rhode Island, the Lottery will utilize MUSL to purchase insurance annuities to satisfy the prize liability. The Lottery has adopted the following minimum qualification requirements for insurance companies providing insurance annuities for top prize winners:

- An AM Best rating of A or better;
- At least \$100 million in capital and surplus;
- At least \$1 billion in assets per the balance sheet of the company’s most recently audited financial statements prepared by an independent certified public accountant; and
- A National Association of Insurance Commissioners’ (NAIC) risk based capital (RBC) ration of 200% or greater.

In the event of default on an insurance annuity for a Rhode Island winner, the Lottery may be contingently liable for any remaining prize amounts due the winner.

As an alternative to the annuitized payment option, the top prize winner may request the top prize cash option payment of \$5,750,000. If there is more than one top prize winner, the top prize cash option will be divided by the total number of prize winners, including top prize winners selecting the annuitized payment option.



# RHODE ISLAND LOTTERY

## Notes to Financial Statements

(1) Organization - (Continued)

If more than 14 top prize winners, the top prize liability will be split equally among all top prize winners and paid in one lump sum cash payment, without an annuitized option.

Second Tier Prize Settlement

For up to 20 second prize winners, including those who exercise the cash option, the annuity payment option will be \$25,000 per year for life to second prize winners exercising the annuity option. For up to 20 second prize winners, including those who exercise the annuity option, the cash option will be \$390,000 to each second prize winner exercising the cash option.

If more than 20 second prize winners, the second prize liability is capped and will be split equally among all second prize winners and paid in one lump sum cash payment, without an annuitized option.

All low-tier prizes (all levels except the top prize and second prizes) are paid in one lump sum cash payment through the Selling Lottery. There is a reconciliation by the Game Administrator for both low-tier and unclaimed expired prizes (prize levels 2-10) when a party lottery varies from its projected prize liabilities and its unclaimed expired prizes.

In January 2015, Lucky for Life<sup>®</sup> sales expanded to sixteen lotteries. A new prize structure offers larger low-tier prizes and better odds.

- (B) Instant (or scratch) ticket offerings sold through licensed lottery retailers include a wide array of themed games where patrons must match two or three of a kind, get like symbols or wild features, or meet other game requirements to win the prize shown.
- (C) Video lottery games are operated through 5,637 video lottery terminals (VLTs) at two licensed facilities, Twin River Casino and Newport Grand. Video lottery offers various virtual and multi-layer display games, hosting a wide array of card and theme games to the public.
- (D) Table games are operated at the Twin River Casino in Lincoln, Rhode Island. Chapter 42-61.2 of the General Laws authorizes the State to operate casino gaming, and the Lottery Division to promulgate rules and regulations and set policy for table gaming. This chapter stipulates the allocation of net table games revenue. Consistent with the General Laws, net table games revenue derived from Twin River is deposited in the State Lottery Fund for administrative purposes with commissions distributed to Twin River, the Town of Lincoln, RI, and the balance being remitted to the General Fund. During fiscal 2015, commissions to Twin River and the Town of Lincoln were 83% and 1%, respectively.

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

(1) Organization - (Continued)

(E) Prize payout percentages and amounts required to be paid to the State's General Fund as stipulated in the General Laws are summarized below for the various games operated by the Lottery.

<u>Game</u>	<u>Prize Payout</u>	<u>Mandated Payments to the State</u>
Daily Numbers Instant Ticket Games PowerBall® Mega Millions® Monopoly Millionaires' Club™ Wild Money Lucky for Life® Bingo	Not less than 45% or more than 65% of sales	Payments to the General Fund – net of prizes, commissions, administrative and operating expenses.
Keno	Not less than 45% or more than 72% of sales	Payments to the General Fund – net of prizes, commissions, administrative and operating expenses.
Video Lottery	Prize payout not established by law	Payments to the General Fund - net terminal income (video lottery credits purchased less credits redeemed or redeemable, including prize contributions to multi-state video lottery progressive jackpots) minus commission payments and incentive program reimbursements.
Table Games	Prize payout not established by law	Payments to the General Fund - net table game revenue minus commission payments and table game administrative and operating expenses.

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

### (2) Summary of Significant Accounting Policies

#### (a) *Basis of Accounting*

The financial records of the Lottery, an enterprise fund, are accounted for using the economic resources measurement focus and are maintained on the accrual basis of accounting. Under the accrual basis of accounting, revenues are recognized when earned and expenses are recognized at the time the related liabilities are incurred. The Governmental Accounting Standards Board (GASB) has the responsibility for establishing generally accepted accounting principles for governmental proprietary fund type activities.

The Lottery has considered the impact and requirements of newly effective GASB Statements in the preparation of these financial statements. For fiscal 2015, the implementation of GASB Statement No. 68, *Accounting and Financial Reporting for Pensions*, resulted in the restatement of the Lottery's beginning net position to recognize its proportionate net pension liability as a participating employer of the Employees' Retirement System of RI. See note 2(1) for additional details of the restatement. In addition, due to the implementation of GASB Statement No. 71, *Pension Transition for Contributions Made Subsequent to the Measurement Date*, the Lottery also recognized a deferred outflow of resources for pension contributions made subsequent to the measurement date (June 30, 2014).

#### (b) *Reporting Entity*

The Lottery, a division of the Department of Revenue of the State of Rhode Island and Providence Plantations (State), is accounted for as an enterprise fund for financial reporting purposes.

Accordingly, its annual financial statements are included in the State's Comprehensive Annual Financial Report (CAFR). The accompanying financial statements are not intended to present the financial position and results of operations of the State.

#### (c) *Revenues and Expenses*

The Lottery defines all revenues and expenses deriving from on-line, instant ticket, video lottery, and table games as operating. The Lottery accrues for the maximum prizes payable. Prize obligations, other than those relating to prizes payable in installments, that remain unclaimed one year after the drawing date are reported as a reduction to cost of sales.

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

(2) Summary of Significant Accounting Policies – (Continued)

Revenue from the sale of lottery tickets, video lottery, and table games and expenses for prizes and commissions are recognized as follows:

1. On-line lottery games with specific drawing dates - when the related drawings are held. For the Mega Millions<sup>®</sup>, Powerball<sup>®</sup>, and Monopoly Millionaires' Club<sup>™</sup> games, prize awards expense is recorded equal to the required contributions to the jackpot pool and low-tier prizes won. For the Lucky for Life<sup>®</sup> game, prize awards expense is recorded equal to the estimated cost of actual prizes won. Prize awards expense is subsequently adjusted based on the Lottery's share of purchased annuities for the top prize and a settlement for actual low tier prizes won in all participating states.
2. Instant ticket lottery games - when ticket packets are charged to retailers. Prize expense is recognized in proportion to the number of tickets sold based on the stated prize structure for a specific instant ticket game.
3. Video lottery games - are reported on a net basis. Gross revenue is recognized when game credits are purchased via cash or credit redemption at the terminal (gross terminal inputs). Related prizes are recognized when game credits are issued by a video lottery terminal making them redeemable as credits in another video terminal or for cash by a patron (gross terminal outputs).

The gross video lottery terminal inputs and outputs for fiscal 2015 and reported video lottery net revenue are detailed in the following schedule:

<b>Schedule of Video Lottery Net Revenue For the Fiscal Year Ended June 30, 2015</b>	
<b>Video Terminal Cash-In (Gross Terminal Inputs):</b>	
Cash collected from video lottery terminals	\$ 1,509,870,996
Plus: Credit vouchers redeemed for play in video lottery terminals	<u>1,877,608,219</u>
Total cash in reported by video lottery terminals	3,387,479,215
<b>Less:</b>	
<b>Video Terminal Cash-out (Gross Terminal Outputs):</b>	
Video lottery credit vouchers issued by video lottery terminals	2,871,010,394
Plus: Contributions to progressive video jackpots from patron play	<u>206,421</u>
Total cash-out amounts reported by video lottery terminals	<u>2,871,216,815</u>
Video lottery revenue, net	<u><u>\$ 516,262,400</u></u>

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

### (2) Summary of Significant Accounting Policies – (Continued)

4. Table games are reported on a net table game (win) basis from the Twin River facility. Net table game revenue, calculated daily at each table, is cash in the drop box, plus front money (patron funds left on deposit with the facility that are drawn for chips at a table), plus markers issued for credit, less fills, plus credits, less beginning chip inventory, plus ending chip inventory.

The State, through the Division of State Lottery, has operational control and regulating authority to collect casino gaming gross receipts, allocate receipts according to statute, define and limit the rules of play and odds of authorized games including minimum and maximum wagers and payouts for each game. Amounts required by statute to be paid to Twin River are reported as commissions. The statute further stipulates that the Division of State Lottery establish rules and regulations and set policy for table games. These policies, and regulations (promulgated in accordance with the Lottery's established minimum control standards and federal and State statute) stipulate that the table games retailer (Twin River) be responsible for obtaining approved equipment (tables, dice, cards, etc.) and bearing all risk for the management, security, and monitoring of authorized table games. Twin River is also responsible for marketing table games and all related expenses. The Lottery Division incurs operating and administrative costs relating to the oversight and regulation of casino operations which are netted against the State's statutory share of net table game revenue prior to transferring the balance to the State's General Fund.

All expenses directly attributable to providing or promoting lottery games to the public are considered costs of gaming operations and are reported as such on the Lottery's Statement of Revenue, Expenses, and Changes in Net Position. These expenses predominantly include commissions to lottery retailers, gaming facilities, video lottery terminal providers, gaming system operators, and the cities/towns that host the Lottery's gaming facilities, in addition to advertising, marketing and promotional expenses.

All other expenses directly attributable to the Lottery's support and oversight of gaming activities are reported as operating expenses. Operating expenses mostly consist of personnel costs, contract services, depreciation/amortization expenses, and other expenses associated with the maintenance of the Lottery's headquarters and internal computer network.

All other revenues and expenses are defined as non-operating. Non-operating revenues include income from pull tab tickets (the Lottery is not responsible for prizes won), rental income, and refunds from the Multi-state Lottery Association.

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

### (2) Summary of Significant Accounting Policies – (Continued)

#### (d) *Capital Assets*

Capital assets are stated at historical cost. Depreciation is computed using the straight-line method based on the estimated useful lives of the assets. Asset and useful lives are as follows:

<u>Asset Category</u>	<u>Useful Life</u>	<u>Threshold</u>
Buildings	50 years	\$1,000,000
Building Improvements	20 years	\$1,000,000
Computer Equipment	5 years	\$5,000
Furniture and Equipment	5 years	\$5,000
Automobiles	5 years	\$5,000

In addition, the Lottery capitalizes certain intangible assets and amortizes those assets over their expected benefit period. The Lottery adheres to the State's capitalization thresholds and estimated useful lives for capital asset categories.

#### (e) *Cash Equivalents*

Cash equivalents consist of highly liquid investments with a maturity of three months or less at the time of purchase and are stated at cost plus accrued interest which approximates fair value.

#### (f) *Ticket Inventory*

Inventory consists of the cost of tickets for the instant games, which is expensed as a percentage of sales from instant ticket games.

#### (g) *Advances for Future Drawings*

Tickets can be purchased in advance of scheduled drawing dates. Revenue from advance ticket sales is recognized during the period in which the related drawing is held.

#### (h) *Unearned Contract Revenue*

Unearned contract revenue relates to the sale of the exclusive rights to the operation of the Lottery's gaming systems. The revenue is recognized ratably over the life of the contract.

#### (i) *Incentive Programs – Video Lottery*

The Lottery reimburses its contracted video lottery facilities for the State's share (net terminal income percentage) of certain marketing and promotional expenses incurred by the facilities. Complete details of the Lottery's reimbursement are disclosed in Note 12, Commitments.

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

### (2) Summary of Significant Accounting Policies – (Continued)

#### (j) *Compulsive and Problem Gambling Program*

Pursuant to section 42-61.2-14 of the Rhode Island General Laws, the Lottery is required to establish a program for compulsive and problem gamblers in conjunction with Twin River and Newport Grand to include awareness, player self-exclusion, and promotion of a problem gambling hotline. The program is funded through aggregate reimbursements made by Twin River and Newport Grand totaling not less than \$100,000 annually. At June 30, 2015, the Lottery included \$23,272 in other current liabilities representing the unexpended portion of the annual reimbursements from the facilities for the compulsive and problem gambling program.

#### (k) *Pensions*

For purposes of measuring the net pension liability, deferred outflows of resources and deferred inflows of resources related to pensions, and pension expense, information about the fiduciary net position of the Employees' Retirement System (ERS) and the additions to/deductions from ERS' fiduciary net position have been determined on the same basis as they are reported by ERS. For this purpose, benefit payments (including refunds of employee contributions) are recognized when due and payable in accordance with the benefit terms. Investments are reported at fair value.

#### (l) *Restatement of prior year financial statements*

In accordance with the requirements of GASB Statement No. 68, *Accounting and Financial Reporting for Pensions*, the Lottery has restated beginning net position to recognize its proportionate net pension liability at June 30, 2014 (measurement date) as a participating employer in the Employees' Retirement System Plan, a cost-sharing multiple employer plan.

As illustrated in the table below, restatements due to GASB Statement No. 68, *Accounting and Financial Reporting for Pensions* resulted in an increase of \$13,498,147 in the Lottery's reported net position deficit at June 30, 2014.

Net Position (deficit) previously reported at June 30, 2014	(\$ 5,625,000)
Restatements due to:	
Implementation of GASB Statement No. 68	<u>(\$ 13,498,147)</u>
Net Position (deficit) at June 30, 2014, as restated	<u>(\$ 19,123,147)</u>

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

### (2) Summary of Significant Accounting Policies – (Continued)

#### (m) *Use of Estimates*

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual amounts could differ from those amounts.

### (3) Deposits and Investment Risk

#### (a) *Deposits*

The Lottery's cash deposit balances at June 30, 2015 totaled \$9,326,437, with corresponding bank balances totaling \$9,354,858. The bank balances consisted of \$493,662 in demand deposit accounts and \$8,861,196 in collateralized deposit investment accounts.

All deposits were in the custody of the State General Treasurer. Deposits are exposed to custodial credit risk if they are not covered by depository insurance and the deposits are (a) uncollateralized, (b) collateralized with securities held by the pledging financial institution, or (c) collateralized with securities held by the pledging financial institution's trust department or agent but not in the Lottery's (or State's) name.

In accordance with Chapter 35-10.1 of the General Laws, depository institutions holding deposits of the State, its agencies or governmental subdivisions of the State, shall at a minimum, insure or pledge eligible collateral equal to one hundred percent of time deposits with maturities greater than 60 days. Any of these institutions which do not meet capital standards prescribed by federal regulators shall insure or pledge eligible collateral equal to 100% of deposits, regardless of maturity. None of the cash deposits of the Lottery were required to be collateralized at June 30, 2015 pursuant to Chapter 35-10.1 of the General Laws. However, the State Investment Commission has adopted a collateralization requirement for institutions holding the State's deposits. Financial institutions are required to pledge collateral equal to 102% of the uninsured deposit amounts. Of the total bank deposit balance totaling \$9,354,858 at year end, the entire amount was either covered by federal depository insurance or collateralized by securities held by an independent third party custodian.

#### (b) *Investments*

All investments, principally cash equivalent type investments, are made by the State General Treasurer in accordance with guidelines established by the State Investment Commission (SIC), which is responsible for the investment of all State funds. Pursuant to Chapter 35-10 of the General Laws, the SIC may, in general, "invest in securities as would be acquired by prudent persons of discretion and intelligence in these matters who are seeking a reasonable income and the preservation of their capital."



# RHODE ISLAND LOTTERY

## Notes to Financial Statements

### (3) Deposits and Investment Risk– (Continued)

At June 30, 2015, the Lottery had investments consisting of \$10,393,367 in the Ocean State Investment Pool Trust (OSIP), an investment pool established by the State General Treasurer. The Lottery's investment accounted for less than 2% of the total investment in OSIP at June 30, 2015. Agencies, authorities, commissions, boards, municipalities, political subdivisions, and other public units of the State may invest in OSIP. OSIP operates in a manner consistent with SEC Rule 2a-7 like pools, and thus reports all investments at amortized cost rather than fair value. The OSIP is not rated and the weighted average maturity of investments held in the pool, by policy, is not to exceed 60 days. OSIP issues a publicly available financial report that can be obtained by writing to the Office of the General Treasurer, Finance Department, 50 Service Avenue - 2<sup>nd</sup> Floor, Warwick, RI 02886.

Custodial Credit Risk: Investment securities are exposed to custodial risk if the securities are uninsured, are not registered in the name of the government and are held by either: a) the counterparty or b) the counterparty's trust department or agent but not in the government's name.

Pursuant to guidelines established by the SIC, securities purchased, or underlying collateral, are required to be delivered to an independent third party custodian.

Interest Rate Risk: Interest rate risk is the risk that changes in interest rates will adversely affect the fair value of an investment. Based on SIC policy, the State's short-term investment portfolio, whenever possible, will be structured to minimize interest rate risk, by matching the maturities of investments with the requirements for funds disbursement. The Lottery's investments are typically money market mutual funds or investments with maturities less than 30 days thereby minimizing the Lottery's exposure to interest rate risk.

Credit Risk: Credit risk is the risk that an issuer or other counterparty to an investment will not fulfill its obligations. The SIC has adopted policies regarding acceptable short-term investment types. Credit risk is mitigated by the SIC's minimum rating criteria policy, collateralization requirements, and limiting the maximum participation by any one issuer to 35% of the State's total short-term investment portfolio. Credit risk policies have been developed for investments in commercial paper.

Concentration of Credit Risk: The SIC has adopted limitations as to the maximum percentages of the State's total short-term investment portfolio that may be invested in a specific investment type or with any one issuer of securities.

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

(3) Deposits and Investment Risk – (Continued)

(c) Cash and Cash Equivalents

Cash and cash equivalents on the Statement of Net Position consist of the following:

Cash deposit balance per books	\$	9,326,437
Investments classified as cash equivalents		10,393,367
Cash and cash equivalents	\$	19,719,804

(4) Capital Assets

Lottery headquarters are situated on land owned by the State of Rhode Island. The State has assigned custody, control and supervision of the land to the Lottery at no cost. However, since title to such land remains vested in the State, it is not recorded in the statement of net position.

A summary of capital assets follows:

	Estimated Useful Life	Balance at June 30, 2014	2015 Additions	2015 Disposals	Balance at June 30, 2015
<u>Cost</u>					
Building	50	\$ 1,437,912			\$ 1,437,912
Building improvements	20	1,944,601			1,944,601
Ticket production equipment	5	11,486			11,486
Office equipment	5	101,237			101,237
Furniture and fixtures	5	90,856			90,856
Lottery drawing equipment	5	99,402	17,950		117,352
Automobiles	5	426,744	61,518	(78,034)	410,228
Computer equipment	5	169,695	17,538		187,233
Trucks	5	22,445			22,445
Intangible Assets	7	175,424			175,424
Total		\$ 4,479,802	\$ 97,006	\$ (78,034)	\$ 4,498,774
<u>Less: Accumulated Depreciation and Amortization</u>					
Building		\$ 1,437,912			\$ 1,437,912
Building improvements		1,843,068	7,932		1,851,000
Ticket production equipment		11,486			11,486
Office equipment		101,235			101,235
Furniture and fixtures		90,856			90,856
Lottery drawing equipment		98,396	2,531		100,927
Automobiles		210,786	60,669	(78,034)	193,421
Computer equipment		163,804	5,553		169,357
Trucks		22,445			22,445
Intangible Assets		39,679	25,061		64,740
Total		\$ 4,019,667	\$ 101,746	\$ (78,034)	\$ 4,043,379
Capital assets, net		\$ 460,135	\$ (4,740)	\$ -	\$ 455,395

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

(5) Transfers to the State

(a) The Lottery is required to transfer net proceeds from the Lottery's games in accordance with RI General Laws sections 42-61-15 and 42-61.2-7. Transfers to the State's General Fund for fiscal 2015 are reported as follows in the Lottery's financial statements:

Due to State's General Fund, beginning of year	\$	270,580
Transfers to State's General Fund		381,935,511
Cash paid during fiscal year		(381,143,916)
Due to State's General Fund, end of year	<u>\$</u>	<u>1,062,175</u>

The General Assembly modified the requirements for transfers to the State General Fund in anticipation of GASB Statement No. 68, *Accounting and Financial Reporting for Pensions*, becoming effective in fiscal 2015. The Lottery transfers net income to the State's General Fund based on the Lottery's actual contributions (which is the actuarially determined contribution required to be made by law) to the State Employees' pension plan. Pension expense reported in the Lottery's financial statements in accordance with GASB Statement No. 68, *Accounting and Financial Reporting for Pensions* will be a different amount reflecting the change in the net pension liability during the fiscal year. The table below details the amount transferred to the General Fund as required by RI General Laws:

<u>Description</u>	<u>Amount</u>
Income before Transfers	\$ 382,760,549
Less: Actuarially Determined Contributions Reported as Deferred Outflows of Resources	(1,183,029)
Add: Pension Expense in accordance with GASB Statement No. 68	982,991
Less: Contract revenue recognized in 2015 transferred to the General Fund in prior period	(625,000)
Transfers to State's General Fund	<u>\$ 381,935,511</u>

(b) The Lottery also reimburses the State's General Fund for a variety of operating expenses associated with personnel costs, information technology resources, utilities, etc. Amounts owed to the General Fund at year-end for operating expenses totaled \$331,090. This amount is reported on the Statement of Net Position separate of amounts due to the State's General Fund-net income from operations.

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

(6) Commissions

The Lottery pays commissions to ticket retailers and its on-line games contractor based on a percentage of gross ticket sales. Video lottery commissions, as specified in the General Laws, are paid to the facility operators, technology providers (video lottery terminal providers), the central communications provider and others based on various percentages of net terminal income (video lottery credits purchased less credits redeemed or redeemable plus progressive jackpots). Table games commissions, as specified in the General Laws, are paid to Twin River and the Town of Lincoln, RI.

The General Laws provide for reductions of certain video lottery commissions. The amount reduced is to be credited to the State's Distressed Communities Relief Fund, which is part of the State's General Fund. The Lottery has reflected the actual video commissions paid as an expense. The amount to be credited to the Distressed Communities Relief Fund is included in the payments to the State's General Fund.

(7) Compensated Absences

The Lottery accrues an estimated liability for vested benefits relating to future compensated absences. This includes an expected obligation in connection with vacation credits, pay reduction credits, and accumulated vested sick pay for those employees eligible for retirement. The liability for compensated absences was approximately \$506,097 as of June 30, 2015 and is recorded as a liability in the Statement of Net Position. The current portion of \$205,303 as reported was estimated based on a three year average of employee utilization.

Changes in the reported liability for compensated absences for fiscal 2015 are as follows:

	Balance at July 1, 2014	Increase	Decrease	Balance at June 30, 2015
Liability for Compensated Absences	\$496,297	\$349,973	\$340,173	\$ 506,097

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

### (8) Net Position - (Deficit)

#### Components of Unrestricted (Deficit):

- *Balance of prior year advance to the General Fund prior to contract revenue recognition* - On May 12, 2003, the Lottery entered into a 20-year contract, effective July 1, 2003, with its gaming system provider. The contract granted the provider the right to be the Lottery's exclusive vendor of hardware and software, together with the related services necessary for the operation of the Lottery's computerized games, through June 30, 2023. In return, the provider made a one-time payment of \$12.5 million to the Lottery as consideration for this exclusive contract right. The Lottery recorded unearned contract revenue in the amount of \$12.5 million and transferred the cash to the State's General Fund on June 30, 2003. This prior year transfer of unearned contract revenue resulted in a deficit in net position at June 30, 2015 of \$5 million. As the contract revenue is recognized over the twenty-year life of the contract, the deficit in net position will be reduced by \$625,000 per year. Accordingly, the Lottery has recognized \$625,000 as the current portion of unearned revenue as of June 30, 2015.
- *Proportionate share of Net Pension Liability in accordance with GASB Statement No. 68, Accounting and Financial Reporting for Pensions* – The implementation of GASB Statement No. 68, *Accounting and Financial Reporting for Pensions*, during fiscal 2015 resulted in the Lottery restating their fiscal 2014 financials to recognize their proportionate share of the State's net pension liability in an amount of \$14,625,610 at June 30, 2014. The Lottery's net pension liability at June 30, 2015 is \$13,315,141, which constitutes a significant portion of the unrestricted deficit reported on the Statement of Net Position at June 30, 2015.

#### Net investment in capital assets:

- The Lottery's net position (deficit) at June 30, 2015 also includes its net investment in capital assets. The Lottery had no debt related to capital assets at June 30, 2015.

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

### (9) Retirement Plans

#### *Defined Benefit Pension Plan*

*Plan description* - Certain employees of the Lottery participate in a cost-sharing multiple-employer defined benefit pension plan –the Employees’ Retirement System Plan - administered by the State of Rhode Island Employees’ Retirement System (System). Under a cost sharing plan, pension obligations for employees of all employers are pooled and plan assets are available to pay the benefits of the employees of any participating employer providing pension benefits through the plan, regardless of the status of the employers’ payment of its pension obligation to the plan. The plan provides retirement and disability benefits and death benefits to plan members and beneficiaries.

The System issues a publicly available financial report that includes financial statements and required supplementary information for the plans. The report may be obtained at <http://www.ersri.org>.

*Benefit provisions* - The level of benefits provided to participants is established by Chapter 36-10 of the General Laws, which is subject to amendment by the General Assembly. Member benefit provisions vary based on service credits accumulated at dates specified in various amendments to the General Laws outlining minimum retirement age, benefit accrual rates and maximum benefit provisions. In general, members accumulate service credits for each year of service subject to maximum benefit accruals of 80% or 75%. For those hired after June 30, 2012, the benefit accrual rate is 1% per year with a maximum benefit accrual of 40%. Members eligible to retire at September 30, 2009 may retire with 10 years of service or after 28 years of service at any age. The retirement eligibility age increases for other members reflecting accumulated service credits until it aligns with the Social Security Normal Retirement Age, which applies to any member with less than 5 years of service as of July 1, 2012. Members are vested after 5 years of service.

The plan provides for survivor’s benefits for service connected death and certain lump sum death benefits. Joint and survivor benefit provision options are available to members.

Cost of living adjustments are provided but are currently suspended until the collective plans covering state employees and teachers reach a funded status of 80%. Until the plans reach an 80% funded status, interim cost of living adjustments are provided at five-year intervals.

The plan also provides nonservice-connected disability benefits after five years of service and service-connected disability benefits with no minimum service requirement.

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

### (9) Retirement Plans - (Continued)

*Contributions* - The funding policy, as set forth in the General Laws, Section 36-10-2, provides for actuarially determined periodic contributions to the plan. Lottery employees are required to contribute 3.75% of their annual covered salary. The Lottery is required to contribute at an actuarially determined rate; the rate was 23.33% of annual covered payroll for the fiscal year ended June 30, 2015. The Lottery contributed \$1,183,029, \$1,127,463 and \$730,252 for the fiscal years ended June 30, 2015, 2014 and 2013, respectively, equal to 100% of the required contributions for each year.

The ERS issues a publicly available financial report that includes financial statements and required supplementary information for the plans administered by the ERS. The report may be obtained at <http://www.ersri.org>. This report also includes a summary of significant accounting policies and a more comprehensive description of 1) the groups of employees covered 2) the types of benefits provided, and 3) the elements of the respective pension benefit formula.

#### *Pension Liabilities, Pension Expense, and Deferred Outflows of Resources and Deferred Inflows of Resources*

At June 30, 2015 the Lottery reported a liability of \$13,315,141 for its proportionate share of the net pension liability related to its participation in ERS. The net pension liability was measured as of June 30, 2014, the measurement date, and the total pension liability used to calculate the net pension liability was determined by an actuarial valuation as of June 30, 2013 rolled forward to June 30, 2014. The Lottery's proportion of the net pension liability was based on its share of contributions to the ERS for fiscal year 2014 relative to the total contributions of all participating employers for that fiscal year. At June 30, 2014 the Lottery's proportion was 0.74724193%.

Subsequent to June 30, 2014 (the measurement date), litigation challenging the various pension reform measures enacted in previous years by the General Assembly (2009, 2010, and 2011) was settled. The final settlement approved by the Court on July 8, 2015 also included enactment of the pension settlement provisions by the General Assembly.

The amended benefit provisions in the newly enacted legislation and settlement agreement have not been reflected in the determination of the net pension liability at June 30, 2014 (as the measurement date). These amended benefit provisions are summarized below:

- Employees with more than 20 years of service at July 1, 2012 will increase their employee contribution rate from 3.75% to 11% and participate solely in the defined benefit plan going forward – service credit accruals will increase from 1% to 2% per year.
- Employees with more than 10 but less than 20 years of service at July 1, 2012 will receive an increased employer contribution to the defined contribution plan.

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

### (9) Retirement Plans - (Continued)

- Retirees will receive two \$500 stipends; the interim cost of living increases will occur at 4 year rather 5 year intervals.
- Minor adjustments were made to the actuarial reduction for employees choosing to retire early.

These amendments are not considered to have a material effect on the net pension liability had they been retroactively applied to the calculation of the total pension liability at June 30, 2013 rolled forward to June 30, 2014.

An actuarial analysis of the pension settlement provisions enacted by the General Assembly and approved by the Court indicated that the funded ratio at June 30, 2014 for state employees (determined on a funding basis) decreased from 57.4% to 56.1%.

For the year ended June 30, 2015, the Lottery recognized pension expense of \$982,991. At June 30, 2015 the Lottery reported deferred outflows of resources and deferred inflows of resources related to pensions from the following sources:

#### **Deferred Outflows of Resources**

Contributions subsequent to the measurement date	<u>\$ 1,183,029</u>
<b>Total Deferred Outflows of Resources</b>	<b><u>\$ 1,183,029</u></b>

#### **Deferred Inflows of Resources**

Change of assumptions	\$ 144,618
Net difference between projected and actual earnings on pension plan investments	<u>1,021,379</u>
<b>Total Deferred Inflows of Resources</b>	<b><u>\$ 1,165,997</u></b>

\$1,183,029 reported as deferred outflows of resources related to pensions resulting from the Lottery's contributions in fiscal year 2015 subsequent to the measurement date will be recognized as a reduction of the net pension liability for the year ended June 30, 2016. Other amounts reported as deferred outflows of resources and deferred inflows of resources related to pensions will be recognized in pension expense as follows:



# RHODE ISLAND LOTTERY

## Notes to Financial Statements

(9) Retirement Plans - (Continued)

Year ended June 30	Net Deferred Outflows (Inflows) of Resources:
2016	\$ (288,284)
2017	(288,284)
2018	(288,284)
2019	(288,284)
2020	(12,861)
Thereafter	-

*Actuarial Assumptions*

The total pension liability was determined using the following actuarial assumptions, applied to all periods included in the measurement:

Inflation	2.75%
Salary increases	3.50% to 6.50%
Investment rate of return	7.50%

Mortality rates were based on 115% (males) and 95% (females) of the RP-2000 combined healthy mortality tables with white collar adjustments projected with scale AA from 2000.

The actuarial assumptions used in the June 30, 2013 valuation rolled forward to June 30, 2014 and the calculation of the total pension liability at June 30, 2014 were consistent with the results of an actuarial experience study performed as of June 30, 2013.

The long-term expected rate of return best-estimate on pension plan investments was determined by the actuary using a building-block method. The actuary started by calculating best-estimate future expected real rates of return (expected returns net of pension plan investment expense and inflation) for each major asset class, based on forward-looking medium-term (10 year) capital market return assumptions developed by eight investment consulting firms. The June 30, 2014 expected arithmetic returns over the medium term by asset class as developed by the State Investment Commission's investment consultant, which are generally consistent with the averages utilized by the actuary, are summarized in the following table:

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

(9) Retirement Plans - (Continued)

Asset Class	Target Allocation	Medium-Term Expected Real Rate of Return
Global Equity	38%	6.05%
Private Equity	7%	9.05%
Equity Hedge Funds	8%	4.75%
Absolute Return Hedge Funds	7%	2.95%
Real Return	14%	3.85%
Real Estate	8%	4.45%
Core Fixed	15%	0.25%
Cash	3%	-0.50%
	100%	

These return assumptions are then weighted by the target asset allocation percentage, factoring in correlation effects, to develop the overall medium-term expected rate of return best-estimate on an arithmetic basis. To arrive at the long-term expected return estimate, the actuary adjusts the medium-term number to reflect the longer 30-year time frame required for actuarial calculations. This process produces the actuarial expected return, which is based on a 30-year horizon, and can differ from the medium-term, 10-year-horizon return expectations.

*Discount rate*

The discount rate used to measure the total pension liability was 7.5 percent. The projection of cash flows used to determine the discount rate assumed that contributions from plan members will be made at the current contribution rate and that contributions from the employers will be made at statutorily required rates, actuarially determined. Based on those assumptions, the pension plan's fiduciary net position was projected to be available to make all projected future benefit payments of current plan members. Therefore, the long-term expected rate of return on pension plan investments was applied to all periods of projected benefit payments to determine the total pension liability.

*Sensitivity of the net pension liability (asset) to changes in the discount rate*

The following presents the net pension liability (asset) calculated using the discount rate of 7.5 percent as well as what the net pension liability (asset) would be if it were calculated using a discount rate that is 1-percentage-point lower or 1-percentage-point higher than the current rate.

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

(9) Retirement Plans - (Continued)

1.00% Decrease (6.50%)	Current Discount Rate (7.50%)	1.00% Increase (8.50%)
\$16,445,383	\$13,315,141	\$10,120,719

*Defined Contribution Plan:*

*Plan Description* - Employees participating in the defined benefit plan, as described above, also participate in a defined contribution plan of the Employees' Retirement System as authorized by General Law Chapter 36-10.3. The defined contribution plan is established under IRS section 401(a) and is administered by TIAA-CREF. The Retirement Board is the plan administrator and plan trustee. The Employees may choose among various investment options available to plan participants. The State Investment Commission is responsible for implementing the investment policy of the plan and selecting the investment options available to members.

*Plan contributions* - Employees contributed 5% of their annual covered salary and employers contribute 1% of annual covered salary. Employee contributions are immediately vested while employer contributions are vested after three years of contributory service. Contributions required under the plan by both the employee and employer are established by the General Laws, which are subject to amendment by the General Assembly. As previously indicated in the disclosure of recently-enacted pension legislation, the employer contribution for certain qualifying employees will increase slightly beginning in fiscal 2016.

The Lottery contributed and recognized as pension expense \$50,709 for the fiscal year ended June 30, 2015, equal to 100% of the required contributions for the fiscal year.

*Plan vesting and contribution forfeiture provisions* – The total amount contributed by the member, including associated investment gains and losses, shall immediately vest in the member's account and is non-forfeitable. The total amount contributed by the employer, including associated investment gains and losses, vests with the member and is non-forfeitable upon completion of three (3) years of contributory service. Non-vested employer contributions are forfeited upon termination of employment. Such forfeitures can be used by employers to offset future remittances to the plan.

*Retirement benefits* – Benefits may be paid to a member after severance from employment, death, plan termination, or upon a deemed severance from employment for participants performing qualified military service. At a minimum, retirement benefits must begin no later than April 1 of the calendar year following the year in which the member attains age 70½ or terminates employment, if later.

The System issues a publicly available financial report that includes financial statements and required supplementary information for plans administered by the system. The report may be obtained at <http://www.ersri.org>.

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

### (10) Postemployment Healthcare Plan

#### *Plan Description:*

The Lottery contributes to the State Employees' defined benefit post-employment health care plan, a cost sharing multiple employer plan administered through the Rhode Island State Employees' and Electing Teachers OPEB System (OPEB System). The State of Rhode Island OPEB Board (Board) was authorized, created and established under Chapter 36-12.1 of the RI General Laws. The Board was established to independently hold and administer, in trust, the funds of the OPEB system. The plan provides medical benefits to certain retired employees of participating employers including the Lottery.

Pursuant to legislation enacted by the General Assembly, a trust has been established to accumulate assets and pay benefits and other costs associated with the system.

The OPEB system issues a stand-alone financial report. A copy can be obtained from the State Controller's Office, 1 Capitol Hill, Providence, RI 02908.

#### *Funding Policy*

RIGL Sections 36-12.1, 36-12-2.2, and 36-12-4 govern the provisions of the OPEB System. The contribution requirements of plan members, the State, and other participating employers are established and may be amended by the General Assembly. Active employees make no contribution to the OPEB plan. Employees who retired after October 1, 2008 must contribute 20% of the annual estimated benefit cost (working rate) or annual premium for Medicare supplemental coverage. Employees retiring before October 1, 2008 have varying co-pay percentages ranging from 0% to 50% based on age and years of service at retirement. Further information about the contributions of plan members can be found in the financial report of the OPEB System.

For fiscal 2015, employers were required to contribute 6.75% of covered payroll. The employer required contribution rate is determined on an actuarially determined basis consistent with a funding approach outlined in the General Laws and as adopted by the OPEB System Board. The Lottery fully funded its required contribution to the plan for the years ended June 30, 2015, 2014 and 2013 which were \$342,283, \$345,821 and \$236,522 respectively.

### (11) Deferred Compensation

Employees of the Lottery may participate in a deferred compensation plan offered by the State. Required disclosures are reported in the State's CAFR.

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

### (12) Commitments

- (a) Gaming Systems Provider – International Game Technology (IGT) and GTECH merged in April 2015. All contractual requirements remain separate.

During May 2003, the Lottery entered into a 20-year master contract with its gaming systems provider granting them the right to be the exclusive provider of information technology hardware, software, and related services for all lottery games. This contract is effective from July 1, 2003 through June 30, 2023, and amends all previous agreements between the parties.

As consideration for this exclusive right, the gaming systems provider paid the Lottery \$12.5 million. In the event that the contract term is not fulfilled, the Lottery will be obligated to refund a pro-rata share of this amount to the gaming systems provider. Additionally, GTECH was obligated to invest \$100 million in connection with the construction of a new corporate headquarters and expansion of its manufacturing operations in the State. The gaming system contractor is also required to employ no less than 1,000 full time active employees during the term of the agreement.

The contract mandates commission percentages as detailed in the following chart.

Commission Percentages	
On-Line and Instant Tickets	
Total Lottery Sales in the Year	Percent Thereof
\$0 - \$275 Million	5.00%
Over \$275 Million - \$400 Million	1.00%
Over \$400 Million	5.00%
Video Lottery Central System	
Total Net Terminal Income for the Year	Percent Thereof
\$0 - \$500 Million	2.50%
Over \$500 Million - \$1 Billion	1.00%
Over \$1 Billion	2.50%

The Lottery also leases to the vendor a portion of its headquarters to house the computer hardware and office space necessary for the operation of the Lottery's games. The term of the lease is five (5) years, commencing October 19, 2012 and the square footage leased is 5,101 square feet. The annual lease amount for the first year approximated \$117,000 and the four (4) remaining years will increase by four percent (4%) per annum, effective October 19. The tenant has one (1) four (4) year term renewal option. The base rate for the renewal options will be an increase of four percent (4%) per annum unless a mutually acceptable rate is negotiated.

## RHODE ISLAND LOTTERY

### Notes to Financial Statements

(12) Commitments - (Continued)

(b) Video Lottery Facility – UTGR, Inc. (Twin River)

On July 18, 2005, the Lottery entered into a five (5) year Master Video Lottery Terminal Contract with UTGR, Inc. (UTGR), the owners of Twin River, to manage one of the State's licensed video lottery facilities. The contract entitles UTGR to compensation ranging from 26% to 28.85% of video lottery net terminal income at the facility. UTGR and the lottery extended the contract and signed the first five-year extension term commencing on July 18, 2010. The second term would commence on July 18, 2015. Certain extensions are contingent on UTGR's compliance with full-time employment mandates.

The Master Contract has been amended in recent years to reflect the statutory authorization of a promotional points program at Twin River. In fiscal 2015, Twin River was authorized and issued approximately \$38 million in promotional points to facility patrons.

The Master Contract has also been amended to reflect the statutory requirement that the Lottery reimburse UTGR for allowable marketing expenses at an amount not to exceed \$6 million multiplied by the Lottery's percentage of net terminal income (61.04% and 61.02% for fiscal years 2015 and 2014, respectively). The reimbursement of marketing expenses by the Lottery occurs only after UTGR has incurred \$4 million in qualified marketing expenses (with marketing expenses defined by the Lottery). The Master Contract has been amended to reflect legislation regarding the Lottery's reimbursement to UTGR for allowable marketing expenses not to exceed an additional \$3 million multiplied by the Lottery's percentage of net terminal income. The reimbursement of marketing expenses by the Lottery occurs after UTGR has incurred an additional \$4 million in qualified marketing expenses defined by the Lottery.

# RHODE ISLAND LOTTERY

## Notes to Financial Statements

### (12) Commitments - (Continued)

#### (c) Video Lottery Facility – Newport Grand Jai Alai, LLC (Newport Grand)

On November 23, 2005, the Lottery entered into a five (5) year Master Video Lottery Terminal Contract with Newport Grand to continue to manage one of the State's licensed video lottery facilities. Newport Grand and the Lottery extended the contract and signed the first five-year extension term of the contract commencing on November 23, 2010. The second term, which would commence on November 23, 2015, is contingent on Newport Grand's compliance with full-time employment mandates specified in the 2010 law. The contract, as amended, entitles Newport Grand to compensation equal in percentage of net terminal income to that of Twin River. Legislation increased the percentage of net terminal income by 2.25% effective July 1, 2013, and expiring June 30, 2015. Recent legislation increased the percentage of net terminal income by 1.9% to be used for approved marketing expenses at Newport Grand.

The Master Contract has been amended in recent years to reflect the statutory authorization of a promotional points program at Newport Grand. In fiscal 2015, Newport Grand was authorized and issued approximately \$5.5 million in promotional points to facility patrons.

The Master Contract has also been amended to reflect the statutory requirement that the Lottery reimburse Newport Grand for allowable marketing expenses at an amount not to exceed \$840,000 multiplied by the Lottery's percentage of net terminal income (59.41% and 59.23% for fiscal years 2015 and 2014, respectively). The reimbursement of marketing expenses by the State occurs only after Newport Grand has incurred \$560,000 in qualified marketing expenses (with marketing expenses to be defined by the Lottery).

### (13) Contingencies

- (a) The Lottery's master contracts with its video lottery facilities contain revenue protection provisions in the event that existing video lottery facilities incur revenue losses caused by new gaming ventures within the State.
- (b) The Lottery's gaming operations currently compete with casinos in nearby Connecticut and Massachusetts. In addition, both neighboring States have already approved or are considering additional casino expansion likely to increase gaming competition in New England. The Lottery and the State continually monitor the risk to gaming operations resulting from competition in nearby states.

## RHODE ISLAND LOTTERY

### Notes to Financial Statements

#### (13) Contingencies – (Continued)

- (c) The Narragansett Indian Tribe filed a complaint against the State of Rhode Island in the Rhode Island Superior Court on or about September 28, 2011, challenging, *inter alia*, the constitutionality of the Rhode Island Casino Gaming Act (“Act”) on the grounds that it would not be “state-operated” and the Act “delegates unconstitutional authority to a private corporation”. On or about June 29, 2012, the Rhode Island Superior Court found that the Narragansett Indian Tribe had not sustained their burden of proof beyond a reasonable doubt that the Act is facially unconstitutional. The Narragansett Indian Tribe filed a notice of appeal of that decision with the Rhode Island Supreme Court. On or about March 4, 2015, the Rhode Island Supreme Court issued a decision upholding the Superior Court. The remaining issues in the case relating to whether the State “operates” Twin River and Newport Grand facilities remain pending in the Superior Court.
- (d) In the event of default on an insurance annuity contract for a Rhode Island winner of the Lucky for Life<sup>®</sup> jackpot prize award, the Lottery may be contingently liable for any remaining prize amounts due the winner.

#### (14) Risk Management

The Lottery is exposed to various types of risk related to its operations. These risks can result in losses incurred from property damage or destruction, inability to operate gaming activities and worker compensation claims. The Lottery manages these risks through the purchase of commercial insurance. During fiscal 2015, the Lottery maintained its amount of purchased insurance coverage. Claims and settlements incurred for fiscal years 2015, 2014 and 2013 have not exceeded the Lottery’s insurance coverage.

The Lottery participates in the health insurance program for all State employees.

#### (15) Subsequent Event

Newport Grand, one of the State’s video lottery gaming facilities, was purchased in July 2015, by Premier Entertainment II, LLC. whose principal owners are the Twin River Management Group, which owns the State’s only other gaming facility.



# **RHODE ISLAND LOTTERY**

Required  
Supplementary Information

# RHODE ISLAND LOTTERY

## Schedule of the Lottery's Proportionate Share of the Net Pension Liability Employee's Retirement System Plan

	<u>2015</u>
Lottery's proportion of the net pension liability	0.74724193%
Lottery's proportionate share of the net pension liability	\$13,315,141
Lottery's covered-employee payroll	\$4,891,380
Lottery's proportionate share of the net pension liability as a percentage of its covered-employee payroll	272.22%
Plan fiduciary net position as a percentage of the total pension liability	58.60%

**Notes:**

1.) The amounts presented for this fiscal year were determined as of the June 30 measurement date prior to the fiscal year-end.

2.) Schedule is intended to show information for 10 years - additional years will be displayed as they become available.

**RHODE ISLAND LOTTERY**  
**Schedule of the Lottery's Contributions**  
**Employees' Retirement System Plan**

		<b>2015</b>
Statutorily required contribution	\$	1,183,029
Contributions in relation to the statutorily required contribution		1,183,029
Contribution deficiency (excess)	\$	-
Lottery's Covered-employee payroll	\$	5,070,849
Contributions as a percentage of covered-employee payroll		23.33%

**Notes:**

*1.) Employers participating in the State Employees' Retirement System are required by RI General Law, Section 36-10-2, to contribute at an actuarially determined contribution rate each year.*

*2.) Schedule is intended to show information for 10 years - additional years will be displayed as they become available.*



# **RHODE ISLAND LOTTERY**

## **Section II**

### **Supplementary Information**

#### **Schedule 1 – Operating Revenue and Cost of Gaming Operations**

# RHODE ISLAND LOTTERY

## Operating Revenue and Cost of Gaming Operations Year Ended June 30, 2015

### Schedule 1

	<u>Revenue <sup>(2)</sup></u>	<u>Commissions</u>	<u>Prize Awards Expense</u>	<u>Unclaimed Prize Recovery</u>	<u>Cost of Tickets</u>	<u>Advertising</u>	<u>Incentive Programs</u>	<u>Cost of Gaming Operations</u>	<u>Gross Profit/(Loss)</u>
Lottery games:									
On-line games									
Keno	\$ 80,465,002	\$ 10,460,209	\$ 52,492,447	\$ (253,181)	\$ -	\$ 193,107	\$ -	\$ 62,892,582	\$ 17,572,420
Bingo	949,606	122,945	627,018	(5,479)	-	1,195	-	745,679	203,927
PowerBall <sup>®</sup>	26,049,095	3,384,943	12,938,805	(316,341)	-	585,242	-	16,592,649	9,456,446
Monopoly Millionaires Club <sup>™</sup>	288,275	41,260	277,936	(16,033)	-	214,788	-	517,951	(229,676)
Daily Numbers	24,197,096	3,145,003	12,048,961	(194,778)	-	62,108	-	15,061,294	9,135,802
Mega Millions <sup>®</sup>	11,465,226	1,489,216	5,702,557	(164,493)	-	443,957	-	7,471,237	3,993,989
Wild Money	3,695,696	479,881	2,001,278	(49,354)	-	14,601	-	2,446,406	1,249,290
Lucky for Life <sup>®</sup>	5,455,649	719,906	2,499,058	(142,035)	-	198,291	-	3,275,220	2,180,429
	<u>152,565,645</u>	<u>19,843,363</u>	<u>88,588,060</u>	<u>(1,141,694)</u>	<u>-</u>	<u>1,713,289</u>	<u>-</u>	<u>109,003,018</u>	<u>43,562,627</u>
Instant tickets	90,526,129	9,633,389	61,474,504	(1,246,060)	1,079,659	514,598	-	71,456,090	19,070,039
Video Lottery <sup>(1)</sup>	516,262,400	200,084,883	-	(230,854)	-	-	4,119,330	203,973,359	312,289,041
Table Games	106,640,942	89,578,391	-	-	-	-	-	89,578,391	17,062,551
<b>Totals</b>	<u><u>\$ 865,995,116</u></u>	<u><u>\$ 319,140,026</u></u>	<u><u>\$ 150,062,564</u></u>	<u><u>\$ (2,618,608)</u></u>	<u><u>\$ 1,079,659</u></u>	<u><u>\$ 2,227,887</u></u>	<u><u>\$ 4,119,330</u></u>	<u><u>\$ 474,010,858</u></u>	<u><u>\$ 391,984,258</u></u>

Video Lottery Commissions - Detail

Facilities	\$ 143,713,545
Technology Providers	35,618,805
Central Communications Provider	12,666,612
City/Town	7,285,619
Narragansett Indian Tribe	800,302
Total	<u><u>\$ 200,084,883</u></u>

(1) See note 2 (c) (3) for detail of gross video lottery terminal activity.

(2) See note 2 (c) for details of revenue accounting policy.

See accompanying notes to financial statements.



# **RHODE ISLAND LOTTERY**

## **Section III**

**Independent Auditor's Report on Internal  
Control Over Financial Reporting  
and on Compliance**

**Schedule of Management  
Comments and Responses**



# Office of the Auditor General

State of Rhode Island and Providence Plantations - General Assembly  
Dennis E. Hoyle, CPA - Auditor General

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## **INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS**

Joint Committee on Legislative Services, General Assembly  
State of Rhode Island and Providence Plantations:

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the Rhode Island Lottery (Lottery), an enterprise fund of the State of Rhode Island and Providence Plantations, as of and for the year ended June 30, 2015, and the related notes to the financial statements, which collectively comprise the Lottery's basic financial statements, and have issued our report thereon dated September 28, 2015.

### **Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered the Lottery's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Lottery's internal control. Accordingly, we do not express an opinion on the effectiveness of the Lottery's internal control.

*A deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. *A material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. *A significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

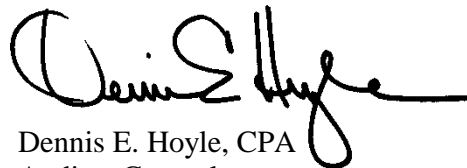
Joint Committee on Legislative Services, General Assembly  
State of Rhode Island and Providence Plantations:

### **Compliance and Other Matters**

As part of obtaining reasonable assurance about whether the Lottery's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, and contracts, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

### **Purpose of this Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Lottery's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Lottery's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.



Dennis E. Hoyle, CPA  
Auditor General

September 30, 2015



## **SCHEDULE OF MANAGEMENT COMMENTS AND RESPONSES**

### **Management Comment 2015-1**

#### **INFORMATION SYSTEMS SECURITY – MONITORING AND RISK ASSESSMENT FRAMEWORK**

The Lottery has appropriate system security policies and procedures designed to ensure the integrity of systems and data processed internally and by its contractors and licensed gaming facilities. The Lottery monitors compliance with its information technology (IT) security policies and procedures by utilizing its IT security personnel as well as contracted IT security professionals engaged for specific engagements. Opportunities exist to enhance the Lottery's overall IT compliance monitoring by formalizing and documenting elements of ongoing risk assessment and expanding the scope and depth of monitoring activities particularly between engagements performed by contracted IT security professionals.

Due to the rapidly changing environment of both gaming and information technology, the Lottery is continually assessing and responding to potential risks. The Lottery should formalize its monitoring and risk assessment framework by documenting all identified higher-risk areas and the work plan to address those risks. This framework should ensure that those IT security policies and procedures are reviewed annually by either contracted IT security professionals or the Lottery's IT staff.

In fiscal 2015, the Lottery did not engage external IT security professionals to perform IT security assessments but did follow-up on previously known security risks. Overall IT security, however, would be enhanced with more in-depth testing and review to confirm the continued existence of reported issues or the implementation of appropriate corrective actions. The scope and depth of areas reviewed by Lottery IT staff should more closely mirror that performed by external IT security contractors.

#### **RECOMMENDATIONS**

- |         |  |
|---------|--|
| 2015-1a | Formalize and document elements of the ongoing IT risk assessment to ensure comprehensive coverage of identified risks.  |
| 2015-1b | Enhance the scope and depth of IT monitoring procedures performed by Lottery IT staff to more closely mirror that performed by external IT security contractors. |

#### **Auditee Views:**

*The Lottery will continue to enhance its overall IT compliance monitoring by formalizing and documenting elements of ongoing risk assessment, improve its formal review process, expand the scope and depth of monitoring activities, and ensure that recommendations are implemented.*

### **Management Comment 2015-2**

#### **USE A COMMON PLAYER TRACKING SYSTEM AT BOTH LICENSED LOTTERY FACILITIES**

In July 2015, the Twin River Management Group, as the principal owners of Premier Entertainment II, LLC., took over ownership and management of the Newport Grand gaming facility.

## **SCHEDULE OF MANAGEMENT COMMENTS AND RESPONSES**

Prior to that time, Newport Grand was challenged in retaining adequate IT security resources to fully meet its IT security needs and had difficulty addressing IT security risks noted in external security assessments performed in recent years. Many of those risks and concerns related to design and system limitations inherent in Newport Grand's unique player tracking system.

There are new opportunities to leverage Twin River's IT system security resources and related economies of scale with the common ownership of both facilities. With the acknowledged weaknesses of Newport Grand's player tracking system, the Lottery should strongly encourage the Twin River management group to use the same player tracking system for both locations. This would not only address the known IT security issues and provide the efficiencies of maintaining one system, but also potentially facilitate integrated marketing efforts and transferability of promotional credits to patrons.

### **RECOMMENDATION**

2015-2            Encourage the Twin River management group to use the same player tracking system at both licensed lottery facilities.

### **Auditee Views:**

*Lottery IT has been meeting regularly with Newport Grand to ensure that the identified risks with Newport Grand's player tracking system that were noted in the Lottery IT Department's internal review reports and in external audit reports were being addressed by Newport Grand. Lottery IT had been working with Newport Grand to remediate the identified risks. One of the remediation options is to replace the player tracking system. When the process of Twin River purchasing Newport Grand began, remediation plans were put on hold until the purchase was completed. Upon completion of the purchase, Lottery IT has been meeting regularly with representatives of Twin River and Newport Grand to address the security issues with the Newport Grand player tracking system and to discuss and implement the best possible option. Lottery IT will ensure that identified risks are addressed, and if any compensating controls are needed, that the system and related processes are tested and verified to ensure that the Lottery IT security requirements are met.*